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NEWS SUMMARY

GENERAL

Millions in storm claims likely

Insurance companies face claims likely to run into millions of pounds after the gales and floods throughout Britain over the week-end which were the worst in 30 years.

More than 20 people were killed in the storms which went on to hit parts of Europe.

An MP is asking the Government for financial help for people whose property was damaged.

The British Insurance Association said yesterday it was expecting a rush of claims from householders, most of whose policies provide cover for storm and flood damage.

The single most expensive item lost was the new £125m. cross-sea ferry landing stage at Liverpool, which sank after 60 passengers were taken off.

The National Farmers' Union warned that crop damage in the Midlands could have an effect on food prices in the spring. Vast areas of crops under glass were damaged. The outlook is for rainy, mild weather. Page 4

BUSINESS

Healey advocates flexible pay policy

In an interview on Thames Television's "Weekend World" Mr. Healey admitted that the unions were unlikely to accept a flat rate limit at a time of high unemployment. In order to overcome the problem of anomalies and differentials he advocated a more flexible policy similar to the one that had worked in Sweden for 20 years. In any event there would have to be a continuation of the voluntary policy in the next pay round "and probably the round after that."

IMF Ministers meet this week to agree a package of international monetary reforms including sale of part of the IMF gold holdings and the setting up of a fund to aid developing countries with balance-of-payments deficits. Back Page

More action

The daring night-time tawdler-cutting action of the gunboat Aegir against two British trawlers at the weekend appears to presage stepped-up Icelandic action on all fronts—physical, political and diplomatic—in a new phase of the cod war. The action was applauded by Icelanders who are preparing for a long and hostile confrontation, writes our Reykjavik correspondent.

Tough Thatcher

A tougher Tory line in an effort to force an election this year was promised yesterday by Mrs. Thatcher. She said in a radio interview that she wanted to bring down the government as soon as she could. Back Page

Attack claim

South Africa's leading Sunday newspaper, the Sunday Times, claimed yesterday that a force of 12,000 guerrillas, backed by seasoned Frelimo troops, is ready to attack Rhodesia from Mozambique. It said the attack was imminent, timed to coincide with the talks between Mr. Smith and Mr. Nkomo, reopening to-day. Page 5

Moro's last days

The days of the minority coalition administration of Italian Premier Aldo Moro look even more clearly numbered as the Socialist Party prepares Wednesday to endorse its leadership's decision to withdraw support. Page 5

If at first...

The French FT Clipper Race competitor Kitter II, rudderless in Sydney, is to continue the race after repairs have been completed. Page 25.

People and places

Weekly premium bond winner in JAN 105377 lives in Hertfordshire.

The QE2 is heading for Norfolk, Ireland taking on water after this rapping a coral outcrop in the Bahamas.

William Willett, the Duke of Edinburgh's private secretary, is to be replaced by a shortlisted two of them, European junior Lord Nunn, became the first to win a game in the sale of the tournament at the 1975 Chess Contest.

Miss Mops in Britain's cleaning firms—they work harder and use more sophisticated methods, companies say.

Homeless in England and Wales have doubled since the winter 1969, with year-old babies most at risk. Most killers are men in their 30s.

Lord Chancellor Lord Elwyn-Jones has advised magistrates to be tougher with football hooligans.

Organisers of the 1976 Winter Olympics at Innsbruck in February, fear there may not be enough snow.

Australian began the third day of the fourth Test at Sydney in a difficult position with only 164 in reply to West Indies' 355.

LABOUR

ELECTIONS will be held this week for the top tier of British Leyland's three-level structure of worker participation committees. Page 7

TWO CIVIL SERVICE unions, the Civil and Public Services Association and the Society of Civil Servants are holding tentative talks on amalgamation. Page 7

MERSEYSIDE, which runs its own job creation scheme to help its 10 per cent. unemployment, is to seek Government aid. Under a pilot scheme £300,000 worth of orders and 80 new jobs have been generated. Page 4

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Sit-ins and strikes at several plants

4,500 steelworkers in protest at BSC economy drive

BY ROY ROGERS, LABOUR CORRESPONDENT

Some 4,500 steelworkers yesterday staged sit-ins or strikes in protest at the British Steel Corporation's planned £200m. economy drive, which is designed to arrest losses of £8.4m. a week and ultimately involve the disappearance of more than 44,000 jobs.

Yesterday's spontaneous demonstration, centred in South Wales and Shotton, had little effect on the corporation's output and most of the workers involved are expected to work normally to-day. But it is a symptom of the depth of feeling among steelworkers and indicates possible massive unrest if the BSC goes ahead with the next stage which involves the suspension of the guaranteed week agreement.

This move, which would allow men to be sent home without pay when there is insufficient work available, is scheduled to be introduced from the end of the week for men with less than five years' service. Other items in BSC's package, which will include the temporary closure of older, less efficient plants, are due to be brought in progressively.

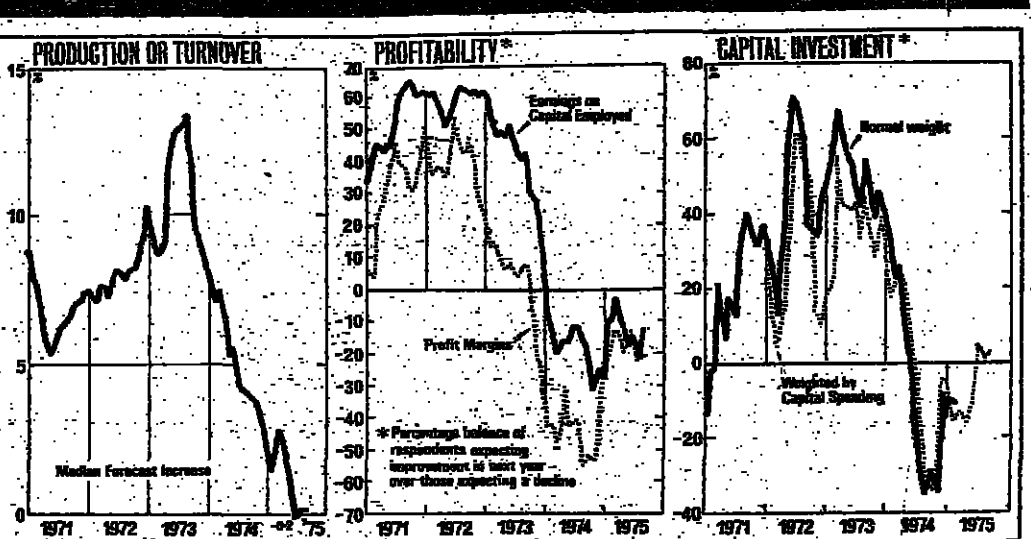
Last night Mr. Bill Sirs, general secretary of the Iron and Steel Trades Confederation, and chairman of the TUC steel committee, said that he still hoped that the BSC would not go ahead with its unilateral abrogation of the guaranteed week agreement. However the BSC Board, which meets this morning to consider the unions' plea to soften the effects of the cuts package, seems unlikely to make any significant change in its plans and the main chance of averting more widespread action in the industry rests on a meeting between the corporation and the unions on Thursday.

BSC has offered to maintain the guaranteed week agreement if the unions pledge they will eliminate unofficial strikes—which cost the BSC about the same as the guaranteed week agreement—but so far the unions have been unable to give such an undertaking.

Threat

Before Thursday's key meeting relations between the two sides could well deteriorate further as a result of pay negotiations due to-morrow. The ISTC, the industry's largest union, wants the BSC to honour a clause in its current 18-month pay agreement which allows for cost of living based pay rises of at least 5 per cent from January 1. Given the financial standing of

FT Monthly Survey of Business Opinion



Industry more confident

BRITISH industry is more confident about the general economic and business climate than at any time since November 1973, in the early stages of the oil crisis.

This is shown by the latest Financial Times monthly survey of business opinion, which on this occasion has surveyed in depth the views of three industries—mechanical engineering, brewing and distilling, and paper and connected industries.

It has to be emphasised, however, that the recent recovery in business confidence is more a reflection of the depths to which confidence had previously sunk than of any new surge of optimism. By the past standards of this survey, confidence remains at a tender stage.

The three main reasons for view being that prices in the recent recovery are: 1—The fact that, against the background of the pay policy and the general recession, inflation in the U.K. is seen to be under some control at last. 2—The growing impression, from a variety of indicators of output and order trends, that the U.K. recession is very close to its bottom. 3—The feeling that export prospects will improve in the light of the recent upturn in the U.S. economy.

There are many qualifications to this general picture, however. Unlike the Government, industry does not seriously believe the inflation rate will be brought down to single figures by the end of this year; the general view being that prices in the next 12 months will still go up another 15 per cent, or so.

Again, while the latest forecasts for order books and raw material stocks indicate expectations of a recovery in demand and output, it is an open question how much of this will be experienced in the course of 1976.

While not pointing to any further falls in production, our survey suggests that there will be virtually no increase over the next 12 months.

This has ominous implications for employment in 1976. Meanwhile, the balance of opinion with regard to the prospects for earnings on capital employed this year is that they will continue to be brought down to single figures by the end of this year; the general view being that prices in the next 12 months will still go up another 15 per cent, or so.

Details Page 25

EARNINGS ON CAPITAL

4 monthly moving total				December 1975			
Sept.	Oct.	Nov.	Dec.	Sept.	Oct.	Nov.	Dec.
27	25	30	29	4	4	4	12
24	19	19	21	7	51	22	
39	47	45	47	81	—	39	
10	9	6	3	8	—	27	

Esperanza £2½m. for Hankey

BY MICHAEL LAFFERTY, CITY STAFF

Esperanza Trade and Transport, assets, including cash, and quoted the international insurance securities of about £1m.

The chairman of Esperanza is shipping line agencies, freight forwarding and transportation—parallel those of Esperanza.

Trading profits of the three Gellatly companies were £363,000 for the year to December 1974, and £280,000 for the six months to June 1975.

Esperanza has reported pre-tax profits for the six months to September 1975 of £1,075m. Interim results, Page 20

Government attack on IRA may finally end ceasefire

BY GILES MERRITT

AN ANGRY attack on the Provisional IRA by the Northern Ireland Office at Stormont Castle could result in the formal ending of the Provisional IRA's 12-month ceasefire.

The clash stemmed from the reiteration by the Provisional IRA Belfast brigade of its New Year warning of a stepped-up campaign on Saturday with a statement that the "Republican Movement's Revolutionary Army" is standing by ready to fight any "British attempt to form another puppet Parliament" in Ulster.

The Northern Ireland Office response yesterday was that the IRA warning was theatrical, unreal and self-justifying, and that it had thrown a challenge to the community which would be met by the due processes of the law.

The Government said the Belfast brigade had created "a record of murder, destruction and bloodshed, which would be hard to beat."

The Provisionals now appeared to want to bring the province another bloody New Year.

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White House studies Soviet call for non-intervention in Angola

BY DAVID BELL

THE WHITE HOUSE Administration is closely studying a major editorial in Saturday's Pravda calling for the end of "foreign armed intervention in Angola," to see if it is the first sign of a change in the Soviet attitude towards the war in the former Portuguese colony.

In a week-end interview, President Ford said he did not know if the editorial indicated a new Soviet willingness to end military support for the MPLA, one of the three factions involved in Angola.

"I don't believe we can say categorically that that is their intention," he said. He added that Soviet involvement in Angola was "inconsistent with the aims and objects of détente and we are making some headway."

State Department officials are to-day divided about the true significance of the Pravda piece which was also carried in full by TASS, the Russian news agency—a traditional sign that it is considered by the Soviet Government to be significant.

Some officials say that the editorial is aimed at this week's meeting of the Organisation of African Unity and that it actually represents no change in Russian policy. On the other hand some experts say that this is the first time that the Soviet

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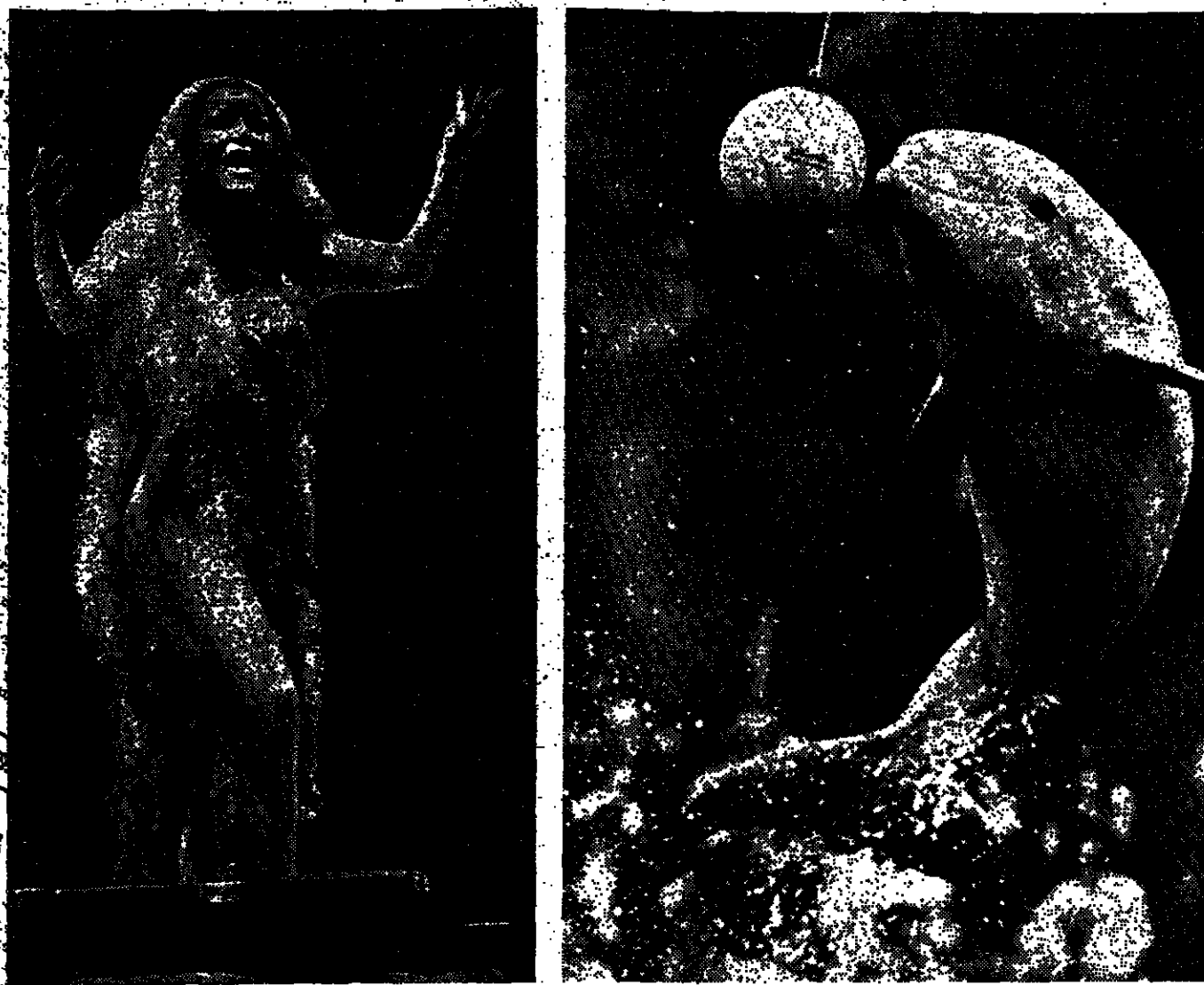
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Water Creatures

by ANDREW PORTER



Marine life in San Diego—left, Kathryn Bouleyn as Rusalka; right, Aphrodite, a Sea World dolphin

San Diego, in southern California, close to the Mexican border, does some manufacturing. It is an important navy base. Above all, it is a place that attracts its visitors an extraordinary number of fun things to do. From December to February, the Californian grey whales, from their summer stay in the Bering Sea to their breeding grounds in the bays and lagoons of lower California. The migrant is sighted during a visit but, alas, the best trips to accompany the whales on part of their journey had not yet come. There were many other things to do in San Diego. It is famous, and it is beautiful, and then dropped it. That it is as to see them in captivity, fewer qualms than usual in seeing them there—engaged, safe from hunters, from industrial development from fisheries, from the territories that were merely theirs. And no qualms at all in the San Diego Wild Animal Park, where wide valleys are dotted to keep people out of the animals' realm. The zoo and park are also beautiful gardens, beautifully

water. So to a day spent at Sea World, a performance of Dvorak's *Rusalka*, given by the San Diego Opera, was a natural sequel—the tale of another gentle, intelligent, attractive creature rising from the water to make friends with man. This was the American professional premiere of *Rusalka*, although a week or two before the Juilliard American Opera Centre (roughly the equivalent of the London Opera Centre, a training-ground and showcase for singers on the first steps of a professional career) had also given the piece. *Rusalka* is a very difficult opera to bring off. Sadler's Wells tried it in 1969, and then dropped it. That it is one of the most beautiful scores

Philipp Otto Runge, were too often turned into prose by the dull acting of the principals; and in a small theatre acting deficiencies become doubly noticeable. On the other hand, the San Diego Civic Auditorium is, by European standards, a very large theatre, seating three thousand, and so it was hardly a suitable home for a cast, on the whole, of a Braham or a Keat Opera. But the heroine, Kathryn Bouleyn (Strasbourg's Luisa Miller this season) had an apply silvery voice, and San Diego by Spiro Malas, but neither of them sounded quite sorrowful enough. The Juilliard used a doggerel translation by Ruth and Thomas Martin, and San Diego a doggerel translation by Walter Duclos.

Both the New York producer, Muriel Yakim, and the San Diego one, Tito Capobianco, had had the idea of assigning the roles of the witch Jesibaba and of the Princess who ousts Rusalka from the Prince's affections to a single singer. (In Dvorak's score the roles are designated for an alto and a soprano, but a mezzo can compass both.) Not really a good idea; it suggests that the lovers are the victims of an evil genius rather than of the "tragic incompatibility" that gives the recurrent *Rusalka* Ondine-Sylphide-Little Mermaid myth its point. In a quest for coherence, Mr. Capobianco went further and cut out altogether the two comic characters, the Kitchenboy and the Gamekeeper, and with them the episodes of light relief in Dvorak's most robustly Bohemian vein.

This represents a large change from the composer's idea, and raises a large issue: whether, when there are thousands of operas unperformed, and dozens worth performing, it is wise to choose for revival a piece that in its directors' view needs major surgery. The answer could in this case be yes if Mr. Capobianco and Theo Alcantara (who conducted a flexible, delicately nuanced performance) are right in believing that the romantic tale is worth keeping but that the comic or down-to-earth episodes are just tiresome. Similarly, someone might decide to stage an *Anthony and Cleopatra* without Enobarbus, or a *Magic Flute* without Papageno.) But if—as has been suggested—the New York City Opera takes over the production, which has attractive, fanciful settings by Santo Loquasto, I think the Kitchenboy and the Gamekeeper should be restored.

At the Juilliard, Faith Esham's Kitchenboy was dearest performer. In both productions the Water Goblin was memorably sung in New York by Willard White (a Jamaican bass who comes soon to the Coliseum), in San Diego by Spiro Malas, but neither of them sounded quite sorrowful enough. The Juilliard used a doggerel translation by Ruth and Thomas Martin, and San Diego a doggerel translation by Walter Duclos.

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Covent Garden

Manon

by CLEMENT CRISP

A very happy New Year at the Opera House last Thursday, when Lynn Seymour and David Wall made their debuts as Manon and des Grieux, with Anthony Dowell appearing for the second time as Lescaut. The Dowell/Wall exchange of roles is a splendid matter: Wall has the innocent ardour, the youthful passion that make excellent sense of des Grieux's infatuation; Dowell, cast absolutely against type, is vicious, calculating, with a pallor that bespeaks the complete débauché.

For Lynn Seymour the evening, not surprisingly, is also a triumph. Because MacMillan choreography, whether made for her or not, seems to bear some where near its heart the imprint of Seymour's movement quality. The dances are warmed and made emotionally sonorous by her presence. She looks from the very first moment a creature ripe for the Régnée's flesh market, and it is the special distinction of her reading that she conveys the close relationship that exists between brother and sister. She and Lescaut are made of the same metal, their mutual understanding seems almost incestuous, and through-out the ballet there is a double attraction at work on the girl—that of des Grieux's honest love in conflict with the glittering lures of Lescaut's world of bodies bought and sold.

Miss Seymour looks the part to perfection—a Boucher come to life—with kittenish charm and the moral depths of a raindrop. The quivering of her dramatic G.M. is lightly done, and the impulse that brings her back to des Grieux just before the card scene in Act 3 is just as headless. Beautiful, warmly feminine, her strength, but his reading is careful account of the dances in the first two acts, the arms floating and curling in amorous delight; with his Manon that gives the nothing short of marvellous her love scenes real allure.

The greatest surprise of the evening is Anthony Dowell's vicious intensity as Lescaut. No charmer this, but a chill opportunist, a predator snarling at life and ready to destroy everything in his path. Dowell gives him a sharp, cutting physical edge that relaxes only in the drunken pas de deux, in which he is extraordinarily funny. The company's performance, as on the previous night, was full-blooded. Wednesday's principals were Merle Park and Rudolf Nureyev. Miss Park has a light and attractive way with the girl of the first scenes, and the dances here and at the party are fluent, pretty in outline, delicately dramatic. There are no great depths of emotion called for, but in the closing sections Miss Park finds resources of passion and suffering that make every dramatic point. Mr. Nureyev's muscularly accented style does not sit easily on the long lines of choreography that were made for Dowell's lyric Beauty, but his reading is carefully worked out, and there is a two acts, the arms floating and curling in amorous delight; with his Manon that gives the nothing short of marvellous her love scenes real allure.

Festival Hall

The Nutcracker

by CLEMENT CRISP

A Christmas tradition now so hallowed that it might have been introduced by Albert the Good with the Christmas Tree is the Festival Haller's *Nutcracker*. The production, under various guises, is nearly as old as the company itself, and the time is surely fast approaching for a complete renovation; at the present moment it looks like the last sad relics of seasonal charm and flower-choreography as little dark performing for all survivors has a cake-wreath aspect, and I feel it a shame that Ivanov's lovely pas de deux in Act 2—in which Markova and Dolin were once grandly classical—is now shown in so coarse a version. This is something which ought to be permanently preserved, in whatever staging, and it should not be beyond the wit of dancers' memories to try and restore the Ivanov show-flakes sequence which Nicholas Sergueyev mounted for the Vio Wells ballet in the 1890s. We owe it to the past, to what the *Nutcracker* once was, to retain these fragments of genius.

But what a choreography for all survivors has a cake-wreath aspect, and I feel it a shame that Ivanov's lovely pas de deux in Act 2—in which Markova and Dolin were once grandly classical—is now shown in so coarse a version. This is something which ought to be permanently preserved, in whatever staging, and it should not be beyond the wit of dancers' memories to try and restore the Ivanov show-flakes sequence which Nicholas Sergueyev mounted for the Vio Wells ballet in the 1890s. We owe it to the past, to what the *Nutcracker* once was, to retain these fragments of genius.

On Friday night when I attended the Eleusinian mysteries, Elisabeth Terabust and Patrice Bart were in fine form as the Sugar Plum Fairy and her Prince. Miss Terabust's clean, dignified dancing, M. Bart's bounding virtuosity, generated real excitement, and given the proper Ivanov choreography they would look even better. The supporting company did what they had to do with a will—Terry Hayworth a mysterious Drosselmeyer, and John Travis exceptional as the mechanical soldier doll. Master Toby Kettle was appallingly right as Fritz—a shak-headed, little dark performing for all survivors has a cake-wreath aspect, and I feel it a shame that Ivanov's lovely pas de deux in Act 2—in which Markova and Dolin were once grandly classical—is now shown in so coarse a version. This is something which ought to be permanently preserved, in whatever staging, and it should not be beyond the wit of dancers' memories to try and restore the Ivanov show-flakes sequence which Nicholas Sergueyev mounted for the Vio Wells ballet in the 1890s. We owe it to the past, to what the *Nutcracker* once was, to retain these fragments of genius.

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But what a choreography for all survivors has a cake-w

HOME NEWS

National power tariff plan studied

BY ROY HODSON

THE GOVERNMENT is looking at the idea of having a single electricity tariff operative throughout England and Wales instead of the present system of individual tariffs set by area electricity boards.

The 12 area boards will be abolished if a new centralised management structure for the electricity industry is adopted as proposed in the still unpublished Plowden Committee report. This would be cleared for unified pricing under a central Board.

Management

The Government is expected to announce its plans for the future management of the industry within the next six weeks following study of the Plowden Report. Mr. Anthony Wedgwood Benn, the Energy Secretary, has already told the Commons that the Government accepts that the present management structure of the industry does not provide the central direction and leadership required.

The Government has not disclosed details of the Plowden Report and even senior management in the electricity industry is still guessing about its detailed contents.

However it is believed that the report recommends, and the Government accepts, that the Electricity Council, the Central Electricity Generating Board, and the 12 area electricity boards of England and Wales should be replaced by a single central electricity Board.

Single tariffs

The change would not be difficult to bring about as relatively few staff would be involved and they would mostly be people in middle and senior management positions. The new system could be fully operational by 1979-80.

As far as the industry and the public are concerned the most important change would be the probable introduction of a single tariff which would have the effect of reducing regional discrepancies.

A small number of management jobs would be affected but it is unlikely that redundancies would result. Natural wastage, retirement and job opportunities are expected to take care of temporary staff surpluses during the process of welding together the existing electricity management organisations.

Flood and gale damage will cost many millions

BY MICHAEL CASSELL

THE DAMAGE caused by the floods and gales which hit Britain at the weekend will cost insurance companies many millions pounds.

This emerged yesterday as the country began totting up the cost of some of the worst storms to hit Britain in 30 years.

Over 20 people lost their lives in the storms which hit Britain before continuing across Europe. Many people were the victims of falling trees, walls, and chimneys as winds reached over 100 m.p.h. in places and left areas of the East Coast under several feet of water. Wide-spread damage to property was recorded, with hundreds of private homes affected.

Mr. Michael Brotherton, Conservative MP for Louth in Lincolnshire, where the storms

were particularly violent, called on the Government to act immediately to provide financial aid for people hit by the winds and floods.

Mr. Brotherton has asked Mr. Anthony Crosland, Secretary for the Environment, whose own constituency on Humberside suffered badly, if he will press for some form of financial assistance without delay.

The British Insurance Association said yesterday that it was expecting a rush of claims from householders in the next few days. It pointed out that most household policies provided cover against flood and storm damage and claimants should contact insurance companies, or brokers without delay.

The association is making arrangements for its regional

officials to be on hand to answer insurance problems passed on from local citizens' advice bureaux and consumer advice centres.

The National Farmers' Union warned at the weekend that the winds which hit the Midlands could have a direct effect on some food prices in the spring. The Vale of Evesham, one of the country's major vegetable growing areas, took the full force of the hurricane-strength winds and vast areas being cultivated under glass were badly damaged.

An NFU spokesman said that the damage to glasshouses run into "hundreds of thousands of pounds" in Worcestershire and the surrounding areas alone. Young tomato plants and seedling lettuce were irretrievably lost and shortages could be expected to lead to higher prices.

Powell plans immigration speech

BY RICHARD EVANS, LOBBY CORRESPONDENT

THE SENSITIVE issue of immigration, which has been in the political background for months, will return to the centre of the political stage to-day when Mr. Enoch Powell, draws attention to a large error in Home Office statistics.

Several Labour MPs warned of Mr. Powell's intention, were already protesting yesterday at the danger of highlighting the error in emotive terms at a time when race relations have been generally quiet.

Mr. Powell, United Ulster Union MP for South Down, will

return to the immigration issue in a speech at Egham, Surrey, following his discovery at the weekend that the Home Office has admitted that the net New Commonwealth immigration figure in 1973 was 36,000 and not 17,000 as originally announced.

He will claim that the error was corrected "quietly" in a Commons written answer on November 7 when Mr. Roy Jenkins, Home Secretary, said that the mistake arose through double counting of departing migrants at Heathrow Airport.

The answer attracted no attention in Parliament or the Press at the time.

Mr. Powell and some Right-wing Conservative MPs have frequently cast doubt on Home Office statistics on net immigration totals, and they regard the written answer as a major vindication of their views.

When the Commons returns next Monday from the Christmas recess, a number of backbenchers, including Mr. Ronald Bell, Conservative MP for Bedford, will ask why Parliament was not told of the error immediately it was discovered last May. "This is the sort of experience one has been having with the Home Office all through the years. The truth has to be pried out with a chisel," he declared yesterday.

But Mr. Neil Kinnock, Labour MP for Bedwellty, thought that Mr. Powell's plan to bring up the issue again was "the desperate act of a man longing for the spotlight, which has left him in recent months."

He argued there was no such thing as a "quiet" Hansard answer, which was there for all to see. "One must question why Mr. Powell has led it for two months before raising the issue," he declared.

Mr. John Lee, Labour MP for Handsworth, Birmingham, said it was always irritating and disturbing when Government departments got their figures wrong, whether the subject "But more important is that it is disturbing and saddening that Mr. Powell should choose, apparently, to stir this up. My view is that race relations have been gradually settling down."

Private steel makers seek Government aid

BY OUR SHEFFIELD CORRESPONDENT

BRITAIN'S private sector steel manufacturers have asked the Government if they can expect similar help to that given to the British Steel Corporation to finance steel making for stock.

Last month the Government announced a £70m. aid package for BSC to allow it to build up a substantial stockpile of steel over the next two years.

Now the British Independent Steel Producers Association have confirmed that they have asked the Government whether comparable assistance will be made available to private steel companies.

The BSC package involves a combination of low interest loans and public dividend capital. Originally, Corporation chairman, Sir Monty Finniston, spoke of a 1.5m. tonnes steel stock-

pile, but the new proposals are only likely to finance a stockpile of about half that amount.

Private sector manufacturers, many of whom are struggling to meet similar recession problems to BSC, argue that comparable aid should be made available to them. In some cases, the private sector companies produce grades of steel not available from BSC.

The problem of steel stocks, and their financing, had to be tackled if the U.K. economy was to reap the full benefit of improved world market conditions.

EEC plan to keep GMT attacked

Financial Times Reporter

Proposals to harmonise summer-time in all EEC countries except Britain, and Ireland, have been attacked by the London Chamber of Commerce and Industry.

The Chamber has written to the EEC Commission, criticising a draft document which, if implemented, would leave Britain one hour behind the rest of the EEC in both summer and winter.

Mr. William Nicholas, director of the Chamber, argues that, in practice, the one-hour gap after means the loss of two or even more hours' contact time because of differences in the working day from country to country.

He says the question should be looked at again in the light of the obligations of the Treaty of Rome to promote commercial and development contacts on an equitable basis between member states.

For 15 years, the London Chamber has advocated the introduction in Britain of Central European Time (GMT plus one hour) throughout the year rather than just between April and October, he points out.

The Chamber is concerned that the Commission, by suggesting that in the rest of EEC clocks should be GMT plus one hour in winter and two hours in summer, is now seeking to establish "a permanent gap between British and Continental time."

Mr. Nicholas points out that most Continental offices start work at 8 a.m., with British operations one hour later. Further time is lost in the winter when orders worth £2m. a year and create about 300 jobs. Under a pilot scheme £300,000 worth of orders have been generated and more than 80 jobs.

Mr. James Goite, the county director of industrial development, said: "In the current investment climate it is no use waiting for companies to relocate on Merseyside. We must do something ourselves to generate growth and create jobs."

Merseyside, with an unemployment level of nearly 10 per cent, in the special development area, has been campaigning for the Department of Industry to provide advanced factories in urban renewal areas in order to promote locally generated growth among small companies.

APPOINTMENTS

BP Oil Board members

BP OIL, which began business as British Petroleum's integrated subsidiary operating company for refining, electricity and marketing in the U.K. on January 1, has announced its Board which comprises the following members: Mr. D. C. C. F. Nixon (Chairman), Mr. A. Robertson (chief executive and managing director), Mr. Dennis Milne (deputy managing director), Mr. Peter Gibson (personnel and administration), Mr. Ted Harris (finance) and Mr. John Riddell-Walker (marketing).

Mr. Steel is chairman of British Petroleum and Mr. Leidl is a managing director of that company.

Mr. James Diamond and Sir James Mander have been appointed part-time members of the BRITISH STEEL CORPORATION. Mr. Diamond will become a part-time member on March 1. The appointments are for three years.

Mr. Colin M. Newman has been appointed managing director of QUALITY CONTROL INTERNATIONAL following the retirement of Mr. G. L. Bunt. The company is a subsidiary of United Dominions Trust.

Lord Garraugh, who joined INDEPENDENT CHARTERING in 1972, has been appointed executive chairman.

UBAP, of London, has made the following appointments: Mr. P. A. Hart, senior assistant general manager; Mr. P. J. Mason, senior manager; Mr. P. W. Edwards, chief accountant; Mr. F. O'Brien, assistant commercial manager; Mr. G. A. Allard, deputy manager, medium-term finance; and Mr. A. D. Holloway, an assistant manager, medium-term finance.

Mr. T. K. Ann, Mr. P. F. Barrett, Mr. A. G. Hutchinson, Mr. P. J. Griffiths, and Mr. D. C. F. Nixon have been appointed to the Board of HUTCHISON INTERNATIONAL.

Mr. A. W. Worman has retired from the Board of MORICE TOZER and BECK (HOLDINGS) and Morice Tozer and Beck (Australasia). He continues as a consultant.

STAFFORDSHIRE POTTERIES (HOLDINGS) LTD. Mr. David S. Carrier, currently the Production Director of Staffordshire Pottery Limited, the Stoke-on-Trent based manufacturer of "Kiln-craft" Tableware, has been appointed to the main board of Staffordshire Pottery (Holdings) Ltd.

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National manpower policy called for in report

BY OUR LABOUR STAFF

A NATIONAL manpower policy with publicly started aims and much closer co-operation between the many agencies in the employment field is called for by an independent study published to-day.

The study attacks what is described as a confusion of roles between central and local bodies, a piecemeal approach to employment problems in a fast-changing industrial set-up, and lack of agreement between Government, employers and employees.

According to the authors of the study, published by Manpower Consulting, one of the greatest needs is to make it simple for the individual to find his or her way through the maze of schemes and benefits for the unemployed run by different Government departments and different arms of the employment service.

They suggest, first, that the Government should bring together under one Act setting out the main lines of policy the many existing Acts covering manpower.

The recently-created Manpower Services Commission should be "considerably strengthened" to carry out the central co-ordinating job and to draw up a manpower budget, something Britain lacks compared with West Germany and Sweden, the two other countries covered by the study.

At present, various employment measures—like the regional employment premium, the temporary employment subsidy for school-leavers—were in some ways inconsistent with such MSC schemes as employment transfer, job creation, training and placement.

* A great deal would be achieved if the individual faced with only one bureau—say the Employment Service Agency (an arm of the MSC)—rather than the many he has to deal with. At the same time, the agencies could retain their separate existences.

The MSC study also proposes greater participation by users and employers in manpower planning, more authority for local agency offices and better links with schools and careers advisers, in order to educate and guide school children into jobs with reasonable long lives.

A Case for Active Social Marketing for Manpower Policy, by William Keyser, a Tim Sharp, Metro Oxford Co. Ltd., 155, p. 5 and p. 56.

Merseyside seeks Government support for jobs creation plan

BY ARTHUR SMITH

MERSEYSIDE is seeking Government backing for its own jobs creation scheme.

The county council is stimulating small companies and putting sub-contractors in touch with larger companies to encourage growth.

A report by management consultants estimates that 30 of the principal local manufacturers alone could place orders worth £2m. a year and create about 300 jobs. Under a pilot scheme £300,000 worth of orders have been generated and more than 80 jobs.

Mr. James Goite, the county director of industrial development, said: "In the current investment climate it is no use waiting for companies to relocate on Merseyside. We must do something ourselves to generate growth and create jobs."

Merseyside, with an unemployment level of nearly 10 per cent, in the special development area, has been campaigning for the Department of Industry to provide advanced factories in urban renewal areas in order to promote locally generated growth among small companies.

The first pilot scheme, at Rock Ferry, where 75,000 square feet in 18 units is to be provided, will enable Mr. Goite's office to "work the wonders" among local companies and arrange introductions to the D.O.I.

The county council, through Mr. Goite's office, will play a much more interventionist role in local industry under the recommendations put forward by management consultants, Collinson Grant Associates.

Their report said the concept of "contract grading" should be promoted by the local authority

among small businesses unable to support realistic marketing and sales.

Financial support should be sought from the D.O.I. for a project in which between five and eight small companies would agree to use common marketing, financial and industrial engineering facilities. Such a project could become self-supporting within five years, Collinson said.

Another main recommendation is for the compilation of an industrial register so that the major companies know the location, ability, and capacity of local sub-contractors.

Mr. L. Collinson, managing director of the consultants, points out that although a number of

major companies have relocated on Merseyside they have tended to look to their former supply in the Midlands and South components and sub-contractors. As a result, Merseyside has lost much of the spin-off benefit of new industry.

On broader regional policy, the consultants recommend a more medium-sized firms gear to the mainstream manufacturing activities and the development of fully serviced industrial sites to provide low-cost accommodation for the small- and medium-sized companies. Merseyside has been allocated £4.5m. under the Government Job Creation Project.

Transport Boards sell expertise abroad

THE NATIONALISED TRANSPORT industries are expanding their activities internationally, in their transport consultancy. Their teams earn money for losing enterprises like British Rail, the National Bus Company and the National Freight Corporation.

London Transport expertise is also in demand by transport authorities in many parts of the world.

British Rail's consultancy company, Transmark, is working in 25 countries. A freight container is planned for Sydney; India's railways face a 15-year development plan; Iraq seeks advice on the Baghdad-Erbil railway. The biggest BR consultancy contract has been signed in

Tehran for a 57m. modernisation of 625 miles of railway: the Turkish and Russian railways.

The National Bus Company is forming a special consultancy company headed by Mr. Wale Womari. "We are much in demand and the response abroad is greatly encouraging," said Mr. Womari, who leaves this week on a tour of development countries.

Asked why, with Britain's passenger services in an unstable state, foreign countries flocked to them for advice, Mr. Peter Keen of Transmark said: "We know how to do the job but the deficiencies in the situation are due to the limitations of funds for investment."

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AGENT

DECEMBER 19, 1975

Businessman's Diary

U.K. TRADE FAIRS AND EXHIBITIONS

Date	Title	Venue
Current	International Boat Show (cl. Jan. 11)	Earls Court
Current	Camping and Caravan Exhibition (cl. Jan. 11)	Olympia
To-day	Brilliant Gift Fair (cl. Jan. 7)	Metropole Centre, Brighton
To-day	Indian Casting Display (cl. Jan. 30)	28/30, Cork St., W.1
Jan. 6-10	Homes, Food, Fashion and Leisure Exhibition	Ex. Hall & Royal Hl., H'gh
Jan. 10-15	Harrogate International Toy Fair	Wool Exchange, Bradford
Jan. 10-17	Ideal Home Exhibition	Royal Hort. Halls
Jan. 10-17	Intl. Racing and Sporting Motor-cycle Show	Bingley Hall, Birmingham
Jan. 11-15	Holiday '76 Show	Palace Hotel, Torquay
Jan. 11-15	West Country Gifts Fair	Olympia
Jan. 14-21	International Hotel and Catering Exhibition	Blackpool
Jan. 18-21	International Slipper Fair	Belmont
Jan. 19-24	Ulster Motor Show	Grosvenor House, W.1
Jan. 20-23	Stationery Industry Exhibition	Royal Hort. Halls
Jan. 25-28	Leathergoods, Luggage and Handbag Fair	Alexandra Palace
Jan. 25-28	Amusement Trades Exhibition	Metropole Centre, Brighton
Jan. 31-Feb. 1	British International Toy Fair	Ex. Hl. Centre, B'ham
Feb. 1-6	International Spring Fair	Olympia
Feb. 1-6	Int. Hardware & Housewares Trades Fair	

OVERSEAS TRADE FAIRS AND EXHIBITIONS

Date	Title	Venue
To-day	Hotel and Restaurant Industry Fair (cl. Jan. 8)	Amsterdam
To-day	Travel & Leather Goods Souvenirs Fair (cl. Jan. 8)	Leuchtturm
Jan. 6-9	European Knitwear Exhibition	Milan
Jan. 7-9	Consumer Electronics Show	Chicago
Jan. 8-12	Carpet and Floor Coverings Exhibition	Paris
Jan. 8-13	Italian Leathergoods Exhibition	Milan
Jan. 9-18	National Spices and Food Show	San Francisco
Jan. 14-18	Cellar Machinery and Equipment Exhibition	Barcelona, Spain
Jan. 14-18	Rome Furnishing Textile Fair	Frankfurt
Jan. 15-19	National Furniture Exhibition	Paris
Jan. 15-20	International Lighting Exhibition	Paris
Jan. 15-26	International Pleasure Yachting Exhibition	Paris
Jan. 16-25	Die-Yourselves Exhibition	Stockholm
Jan. 16-25	World Book Fair	New Delhi
Jan. 19-24	International Farming Machinery Exhibition	Amsterdam
Jan. 22-29	International Building Exhibition	Munich
Jan. 23-29	Int. Record and Music Publishing Market	Cannes
Jan. 26-Feb. 1	International Commercial Motor Show	Geneva
Jan. 31-Feb. 15	British Luxury Fair	Dubai
Jan. 31-Feb. 15	International Sports Equipment Fair	Innsbruck

BUSINESS AND MANAGEMENT CONFERENCES

Date	Title	Venue
Jan. 6-7	ICMA: Man. Accounting for Non-Fin. Managers	Grand Hotel, Birmingham
Jan. 6-9	Launceston C.C.: Value for Money	Lancaster University
Jan. 8	Euro. Study Conf.: EEC Patent Convention	Inter-Continental Hotel, W.1
Jan. 12-13	Assoc. of Cert. Acc.: Accounting for Inflation	Kingley Hotel, W.C.1
Jan. 12-13	Brunei University: Managing Uncertainty	Uxbridge
Jan. 12-13	Wales Int. Man. Centre: Financial Management	Cheltenham
Jan. 15-16	P.E. Cons. Grp.: Organisational Development	Training Centre, Egham
Jan. 15	Hendley Centre: Opportunities with Manpower	Carlton Tower Hl., S.W.1
Jan. 15	WTI: Trading Opportunities with COMECON	World Trade Centre, E.1
Jan. 15-16	IPM: The Secretary in Personnel Management	Whites Hotel, W.2
Jan. 20-22	Ulster: Finance Man. in Construction Companies	Fiddichy Hotel, W.1
Jan. 21	Bentley Associates: Participation-Reward	Management House, W.C.2
Jan. 21	BIM: Selection Interviewing—Theory and Practice	Imperial College, S.W.7
Jan. 21	Imp. College of Science: Productivity Analysis	Cafe Royal, W.1
Jan. 21-22	Inst. of Fuel: Energy—Breaks or Break	Royal Garden Hl., W.8
Jan. 22	Man. Studies Centre: Europe—The New Home Mkt.	35, Marylebone Road, N.W.1
Jan. 23	BACIE: Interpersonal Skills	Sackville Hotel, Hove
Jan. 27	H.B. Maynard: Production and Worker Motivation	Royal Lancaster Hotel, W.2
Jan. 27	Inst. of Purchasing: Packaging Revolution	Grosvenor Hotel, Chester
Jan. 28-29	Financial Times and Investors Chronicle: Counter Inflation Policy	Royal Lancaster Hotel, W.2
Feb. 3-5	IPS Bus. Press: What Price Mechanisation?	Royal Bath Hl., Bournemouth
Feb. 3-5	Bradford Univ.: Improving Staff Performance	Heaton Mount, Bradford
Feb. 3-5	Direct Mail/Marketing: International Conference	Meridian Hotel, Paris

Jell not 10

policy Guerilla offensive' eports on Rhodesia talks eve

Tony Hawkins
SALISBURY, Jan. 4
THE RHODESIAN constitutional talks between the government and the African National Congress resumed in Salisbury today at a venue still to be announced. They are expected to continue until the end of the month and at a time when the South African press is reporting that a major guerrilla offensive in Rhodesia is imminent.

In a front-page report today, the Rhodesian Sunday Mail, reporting London and African sources, said Zimbabwe African National Union (ZANU) would launch a new guerrilla offensive against Rhodesia from Mozambique on January 10—timed to coincide with the Addis Ababa summit of the Organisation for African Unity. The Johannesburg Mail and Guardian said that 12,000 guerrillas would be bolstered by seasoned Frelimo soldiers in a major attack on Rhodesia's eastern border.

The newspaper said that the guerrillas would be waiting for the Rhodesian army to move into the border to take part in the offensive.

The report also suggested that the guerrillas would be used to coincide with industrial unrest inside Rhodesia. It was being used as the rhinoceros for the attack, the Mail said.

The Rhodesian Government denied the report as a "front-page story" and said it was an attempt to "mislead the public". It said the guerrillas were not a threat to Rhodesia and that the Rhodesian army was well equipped to deal with them.

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Boards sell broad

Mr. Nkomo, President of the Rhodesian-based ANC, turned to Salisbury at the weekend with a team of businessmen, secretaries and advisers. He is expected to meet with President Kaunda. Nkomo denied that the talks were a waste of time. He said the talks were a waste of time. He said the talks were a waste of time.

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Partition now the main issue in Lebanese crisis

BEIRUT, Jan. 4
THE partition of Lebanon is now a main issue in the heightening argument between Moslem and Christian leaders as the Lebanese crisis enters its ninth month without any sign of a political compromise being reached.

Moslems have accused top Christian Maronite leaders of seeking partition. These leaders have denied the charge but warned that the deterioration in the situation in Lebanon could become inevitable. A Maronite religious leader was calling for a federal state in the country.

On the ground, a relative lull in the fighting is still far from allowing the country to resume normal life. Lebanese bankers have decided to delay the reopening of the banks, which have been closed for over a month, until stronger security measures have been taken and the roads are rendered safer.

The political argument intensified after three top Maronite leaders on Wednesday adopted what the Moslems regarded as an uncompromising stand regarding the demands for political reform.

Mr. Gemayel, Phalangist Party leader, rejected proposals for reforming Lebanon's power-sharing constitution and warned that if Moslems and Christians could not live together then partition would be the alternative, though he personally stood against partition.

Syria, Jordan co-ordinate UN stands

DAMASCUS, Jan. 4
JORDAN'S Premier Mr. Zaid Rifai arrived in the Syrian capital unexpectedly today for talks with Syrian President Hafiz Assad. Official sources said the purpose of the visit was "to co-ordinate action among the Arab states in the UN Security Council on the Middle East situation".

Informal sources here believed that what Arabs are most likely to seek at the UN is "to sum up all the resolutions issued by the Security Council so far" in one comprehensive resolution "while also introducing some modifications to the most important ones, such as 242 and 338, in a way that 'fits better' with the interests of the Palestinians."

This comes at a time when Mr. Rifai, the Israeli Premier, is insisting that Israel will not participate in the forthcoming UN summit conference on the Middle East as "the only partner available for talks over the Palestinian problem."

Syria hopes that joint action with Jordan would cut the ground from under Israel's first and only ally.

UPI reports from Jerusalem: Israel Sunday called for a reconvening of the Geneva Middle East Peace conference without the Palestine Liberation Organisation. It is a move to counter the forthcoming UN Security Council debate on the Arab-Israeli conflict.

Mrs. Gandhi warns of threats' to India

NEW DELHI, Jan. 4
THE eve of the Indian Parliament's winter session, the president to a joint sitting of both houses. It is expected he will refer to the government's decision to extend the life of the Lok Sabha (Lower House of Parliament) by a year and postpone the general election due in February by a year. He is also expected to say that the state of emergency proclaimed last June is to continue for at least one year and to give an indication of the constitutional changes that the government envisages.

Reuter adds: Britain's Secretary of State for Trade, Mr. Peter Shore, arrived here today for an official four-day visit to India, which is expected to result in the formation of a joint committee to review economic co-operation and trade between the two countries.

During the visit, the first by a British minister since the state of emergency was declared, Mr. Shore is expected to discuss increased Indian trade with the EEC and moves, backed by Britain, for a world commodities agreement.

No Australian devaluation

TASS said today the war games would involve ground and air units and would take place January 25-February 6 in the Soviet republics of Georgia and Armenia. Both republics border on Turkey at one of the southernmost points of the Soviet Union.

But Soviet diplomats in Turkey also reportedly have been hinting that Moscow would look askance on re-opening of U.S. military bases on Turkey soil and Western diplomats here said announcement of the games at this time might be intended to back-up that line.

Representatives of 19 Third World nations, including eight major oil producers, meet in Paris today to draw up a common strategy for talks with the industrial world on energy and other critical economic problems. It will be the first meeting of 19 since they reached agreement with the industrial nations last month on setting up four negotiating committees.

CHILEAN CHIEF OF STAFF RESIGNS

Ultimatum over policies reported as the pressure mounts on Pinochet

BY HUGH O'SHAUGHNESSY, LATIN AMERICA CORRESPONDENT
CARACAS, Jan. 4

THE WEEK-END'S announcement in Santiago that Gen. Sergio Arellano Stark, chief of the general staff of the Chilean Armed Forces, had resigned for unknown reasons, and unfounded reports that ten generals had sent Gen. Augusto Pinochet, the Chilean President, an ultimatum demanding radical changes in Government policy, have brought to the surface the question that has been bubbling underground for some months: Can Gen. Pinochet stay in the saddle?

It has been an open secret that many of his fellow generals and admirals have been upset at the way in which Gen. Pinochet has, since the coup of September 11, 1973, gathered supreme power into his own hands and disregarded one of the first principles on which the junta was founded: that of the shared responsibility of the army, navy, air force and carabineros or gendarmes in the running of Chile. Over the past year in particular the prerogatives of Admiral Jose Toribio Merino, Air Force Gen. Gustavo Leigh, and Carabineros Gen. Mendoza have been gradually whittled away by Gen. Pinochet, who has, for instance, moved from being merely the chairman

of thousands of Chileans revealed by the need of the churches to set up soup kitchens for starving children up and down the country has made patent the unacceptability of the hard-line right-wing economic policies which Pinochet has imported wholesale from conservative U.S. economists such as Dr. Milton Friedman. That many senior officers were increasingly aghast at the results of Gen. Pinochet's policies was to be deduced from the increasingly outspoken criticism of the junta by figures such as the industrialist Sr. Orlando Saez, former head of Sofora, the Chilean CBI. It is inconceivable that Sr. Saez could have spoken as he did and have remained at liberty had he not had the support of powerful sectors of the armed forces.

On the other hand, Gen. Pinochet's strength has lain in the fact that it was difficult, according to the rules that the junta set itself, to get rid of him. The rules in theory stipulate that the chairmanship of the junta must rotate among the four armed forces. However, such is the preponderance of the army over the other three that this is in practice difficult—a difficulty compounded by the fact that neither Admiral Merino nor Gen. Mendoza are generally considered to have the

Open secret

intellect or personality to become head of state. The able and ambitious Gen. Leigh, who last year sought openly to circumscribe the powers of his colleague Pinochet, suffers the grave disadvantage of being an airman.

But now the hostility of Washington towards Pinochet, the vexation of Britain at the treatment of Dr. Sheila Cassidy and the bleak economic outlook all combine to be cutting the ground from under Pinochet's feet this week. He is, however, a resourceful and cunning politician who will be hard to beat. The fall of Pinochet would, however, hardly be the signal for an immediate return to the Chilean tradition of democracy. The armed forces, if only because they are afraid of the consequences if they did give up, are likely to cling to power or some time to come. Meanwhile, ex-President Frei, the leader of the Right-wing of the Christian Democratic Party who gave tacit support to the junta in September, 1973, waits in the wings in the hope that he will be called back if the soldiers want to make a start on the road back from military authoritarianism.

Dr. Cassidy

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Outlook blackens for Moro

ROME, Jan. 4
MOST POLITICAL observers here now expect the Socialist Party leadership on Wednesday will endorse the decision of party secretary Francesco de Martino to withdraw support from the Government—leaving the days of Prime Minister Aldo Moro's minority coalition numbered after less than 14 months in office.

Sig. Moro's Christian Democrats and the Opposition Communist Party (PCI) both

oppose an early general election, but the Socialists seem bent on provoking a major Government crisis by depriving the administration of its majority in Parliament.

The Socialists' precise political motivation is difficult to see. Only recently the party, in effect, publicly guaranteed Government support until after the spring round of party conferences. Now Sig. de Martino claims that his party's policies are being ignored and he has accused the Christian Democrats of paying more attention to Communist proposals than those of the parties supporting the Government.

What the Socialists really

fear of course is being virtually squeezed out of the Italian political process entirely through an alliance—whether formal or ad hoc, as is the case at present on a number of issues—between the Christian Democrats and the PCI.



Improved lighting increased productivity at Tillie & Henderson's clothing factory at Leigh

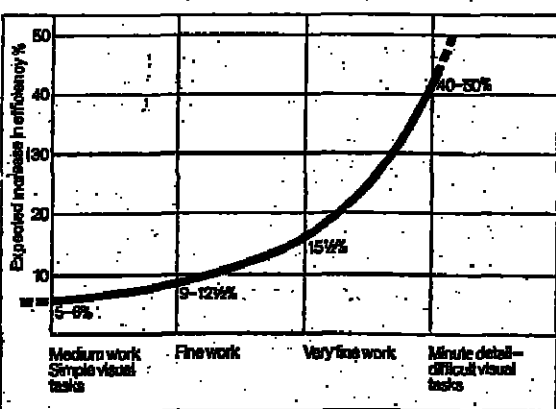
See the difference in productivity with better lighting

We all work better and faster when lighting conditions are right for the task. When the job requires close attention and a keen eye, optimum lighting will enable people to see quickly, surely and comfortably—and create a stimulating environment.

To bring your lighting into line with the modern standards of the Illuminating Engineering Society's Code will require planning. But the change might well save energy and money too.

Explaining the productivity difference Statistical surveys prove that better lighting in a factory leads to improved profitability. This is because workers suffer less fatigue, make fewer errors, work harder and more consistently.

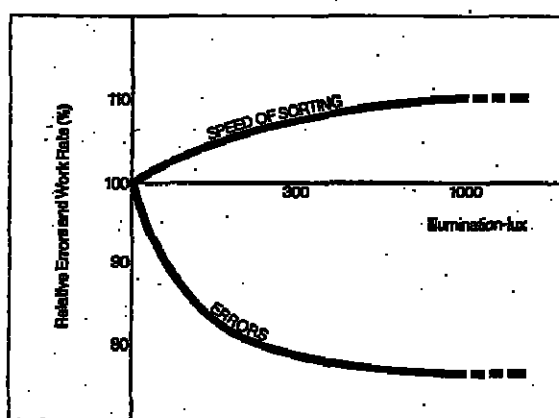
As well as the quantifiable benefits to production, there are other advantages that



Improved lighting can result in increased worker performance (and consequently production) worth many times the cost of the improvement.

contribute to the smooth running and profitability of an organisation: staff turnover is reduced, absenteeism is improved. Better conditions lead to smoother industrial relations and there is a contribution to that unmeasurable but nevertheless vital factor—morale.

Balancing the costs Many companies still believe that modern lighting installations require large investment. This is



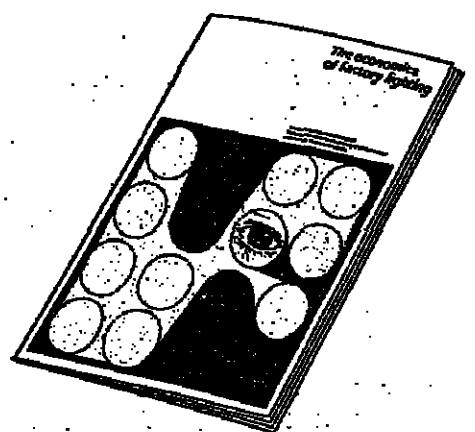
As the illumination is increased on a typical manual task (such as sorting screws), the number of errors made falls dramatically, while the working speed increases.

not necessarily the case. Re-lighting will give better lighting and will often reduce running costs in older buildings, due to the higher efficiency of modern lighting installations. You get three to five times as much light

(lumen-hours per £1 spent) than was the case 30 years ago. And considering that lighting costs are generally less than 0.4 per cent of manufacturing costs, good lighting is always economically justifiable.

Identifying the opportunities Your Electricity Board can help you in a number of ways. Firstly, they can assist you in establishing your requirements—with the aid of a lightmeter that gives accurate indication of existing lighting levels. Also, the Industrial Sales Engineer can advise you and put you in touch with manufacturers of suitable equipment.

But, if you would first like to study the results of lighting surveys, our new publication 'The economics of factory lighting' is available from your Electricity Board. It won't cost you anything, and it could save you a lot.



Electricity does industry a power of good



The Electricity Council, England and Wales

The Office World

The new Soviet Five-Year Plan will give priority to technological advancement. Roy Levine reports on

Capitalist tools in the Communist Office

RANK XEROX will announce sold for the first time in 1974. And, in the global hierarchy, we soon another contract in Russia. This time the contract will be for a Russian service engineer at several different locations in what is the world's biggest country, and for setting up and stocking warehouses, which were then perhaps the most backward in Western Europe. "There are still people and spares, they are bound to buy more of our products," says Mr. Gordon Planner, general manager, Eastern Export Operations.

This deal (the latest in a series) is part of the fruits of more than two years of groundwork. The biggest contract so far was signed in London three months ago for the supply of Mr. Karl Dohrendorf, managing director of Olympia Business microfilm printers and spares to Russia, worth £5m.

Sales worth nearly £4m have already been made in Eastern European countries. But these figures reflect only the tip of the iceberg of a market which could show one of the fastest growths in the world, reflecting the urge to modernise offices and improve bureaucratic efficiencies.

By all accounts, offices in the Soviet Union and Eastern Europe are backward even by our own rather modest standards. "They are bleak, over-manned and inefficient," says one expert, noting, "although there are a few remarkable exceptions with top officials' offices."

"The nearest thing they have to our offices are a few electric typewriters," notes another expert. Presumably, then, they are behind us in the switch from manuals (which they make themselves) to electric — a trend which has just asserted itself in the U.K., with more electric typewriters than manual being

immediate growth market. A survey published in February 1975 by Mackintosh Consultants predicted that sales by Western countries of electronic machines over the period 1972-78 would more than treble from £150m. to £500m. at constant prices. Significantly, over a fifth of the total annual market in 1978 would be for computers, peripherals and business machines. Another fifth would be for telecommunications and a tenth for communication equipment.

Because of the readiness to buy Western technology, either directly or through licensing agreements, many office equipment companies have already started the long process of securing contracts.

Rank Xerox, for one, expects to see an annual market for copiers of over £50m. a year by the end of the present decade and reckons that with its 15 models (against the single models produced by most of the Japanese competition) it will get 80 per cent of that.

Even if it is successful, it will probably be a long time before the market is saturated as it is in Western Europe where there are about 30 copiers for every 1,000 office workers. A total population of 250m. people in Russia alone and a bureaucracy that spawns mountains of paper, work requires a large number of copiers.

But things are changing quickly. The Russians and their counterparts in Eastern Europe have become keen to improve their offices and their bureaucratic and they are turning to saturation in the Moscow. The latest draft on the 1976-80 Economic Plan from the Soviet Union will no doubt want to stress the importance of technological advancement. Electronic office equipment has already been earmarked as an



growing detente between the West and the East. Even the rejection by the Russians of the U.S. Trade pact did not greatly disturb this development and indeed some Europeans saw that as an opportunity to get in ahead of the Americans.

Mr. Harold Wilson's visit to Moscow last February (which resulted in an agreement backed by a £50m. credit guarantee by the ECED for mutual trade) and other ventures have laid a favourable political climate for the U.K. Department of Trade is intending to send a delegation to Moscow in March which will be reciprocated in May.

Doubled exports

Already, trade between Russia and the U.K. has increased, mainly in our favour. In the ten months up to the end of October 1975, our exports doubled to £170m. while imports were about the same at £329m.

Doing business in the Communist world is a far different matter to doing business in the West. The selling cycle is much longer and involves intricate formalities and protocol. Negotiation is normally not with factories or firms direct but with a central trade body or bodies. In some cases, like Sperry Univac's successful but protracted bid to get the Aeroflot computer order, its negotiators were dealing with three State bodies at the same time.

Because of the time involved negotiations are expensive yet not always assured of success. On the positive side, if you do land a contract, it is likely

to be for a substantial sum, providing higher margins and security of payment. These are worthwhile benefits at a time when the normal trade cycle may be downward.

Rank Xerox realised the potential in Russia and the Eastern bloc ten years ago when it set up an embryonic division. In April 1968 it employed Gordon Planner who was then working with Sir Rudy Sternberg (now Lord Pluresden) to form a separate company with its own building — unique in the Rank Xerox group.

The first move Planner made was to open a training school in — Bruno, Czechoslovakia. "Hardly anyone had ever heard of Rank Xerox," he says, "in the early days when we put a copier in an exhibition, no one knew what it was. So we started advertising, showing films and having our own exhibitions around the Eastern bloc." But the cost of exhibitions started to mount so in 1973 the group launched the "Chester Carlson" — a fully fitted exhibition train — on a 30,000 mile journey through 100 cities in seven Eastern European countries. That journey is now nearing completion after landing orders worth over £3m. Then, the train will be redeployed through Russia.

At the same time Rank Xerox was setting up resident staff and service organisations and information centres providing technical support. Rank Xerox is not saying how much this marketing effort has cost. The fact that it was prepared to

commit itself to the market must have been appreciated. For in the same year the company was offered (and signed) a scientific and technical co-operation agreement with the Soviet Union's Committee of Science and Technology — an essential precursor to any deals with Russia.

Also to visit Russia next year is the Rank Xerox 50-ft. long trailer showroom launched in London by Mr. Peter Shore, Trade Secretary, in September. This will take machines right to customers' doorsteps. This is the Rank Xerox using to show its Telecopier, Xerox 3100 and 4000 and its reduction duplicator throughout Eastern Europe, Russia and Mongolia.

Absent from the list is its latest products, the 9200 fast duplicator and the Xerox 800 electronic typewriter. "The Russians are not yet ready for word processing," says Gordon Planner. "But the 9200 will be a marvellous machine for them. Duplicating has a big future there because of the large quantities of paper used — each machine uses three times as much paper than in the West, to support their bureaucracy. Yet now there are only some 4,000 copying machines in Russia — fewer than in central London."

Although IBM claim to be the whole of its office production range, it is loathe to give figures and does not publicise contracts won. IBM's sales in Russia are made through Paris office, headquarters of Europe, the Middle East, Africa. But it is believed that IBM's sales in the East are successful in the Soviet Union in the Eastern bloc in products.

The lack of currencies

Although the big contracts come from central authorities, many factories and businesses are allowed to retain enough foreign currency to buy machines that can make them more productive — and it is from these resources that Rank Xerox picks up smaller contracts.

But lack of enough hard currencies is still an inhibiting factor and the group is negotiating to build a copier factory in Russia, even though, if built, it will still leave room for direct sales from the West.

Another company that has already started building a factory in Russia is Olympia. The AEG-Telefunken subsidiary, Olympia, has been supplying Russia and the Eastern European countries with office machines including electric typewriters for some time. Now that the Eastern bloc countries have started converting to electric typewriters, a decision was taken to produce machines in Russia to supply them. After negotiations which started with a technical co-operation agreement in 1972, Olympia was chosen as the licensor. The factory, being built in Kirovograd, will employ over 2,000 people and have a capacity of 140,000 SGE 50 electric typewriters by 1977. Over 300 specialists sitting alongside Germans and Irishmen with training at Olympia's typewriter factory in Wilhelmshaven, when the factory does come on stream, Russia will be ahead of Britain in manufacturing typewriters for even Olympia's Belfast plant is not producing office electric typewriters.

IBM has been selling of products in the Eastern bloc for some years too, through separate company call Regional Office Europe East and East, or just IBM ROE Inc. That was started in 1968 and now employs some 12 people, mainly in Vienna, as three times the staff of Rank Xerox's Eastern Exports Operation.

Although IBM claim to be the whole of its office production range, it is loathe to give figures and does not publicise contracts won. IBM's sales in Russia are made through Paris office, headquarters of Europe, the Middle East, Africa. But it is believed that IBM's sales in the East are successful in the Soviet Union in the Eastern bloc in products.

Most of the large office equipment companies have been marketing in the East since the late 1950s. But it is not all of them have had same success that Rank Xerox have had recently. Everyone experienced in the Soviet bloc agrees that they are tough negotiators. "There is very little drinking during negotiations, come with success, as a celebration afterwards," notes Gordon Planner. There are some personal restraints, too, like being allowed to people's homes (but making good business friends) or keeping out of political discussions.

But there is not the same consensus about their ability to assess competitive features: the state of the technology. According to one observer, "They get angry when they have bought a model that has since been superseded. They want to have modern offices, I don't really know the markets, it is possible to sell a penultimate model for many months before they find out it is not the latest. That may be true, but the Soviet bloc still has a lot catching up to do before their offices reach our standards. Penultimate models may seem perfectly well. After the U.K. and most of Western Europe is at least six months behind the U.S. market, many companies here are buying models that are almost obsolete in the U.S."

Notice of Redemption Chevron Overseas Finance Company

7% Guaranteed Sinking Fund Debentures Due February 1, 1980
NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Fiscal Agency Agreement dated as of February 1, 1968 under which the above-described Debentures were issued, First National City Bank as Fiscal Agent has selected for redemption on February 1, 1976, the "Redemption Date" at 100% of the principal amount thereof (the "Redemption Price") plus accrued interest to the Redemption Date, payable in U.S. dollars through the operation of the Sinking Fund provided for in the said Agreement \$1,926,000 principal amount of Debentures of the said issue of the following distinctive numbers:

COUPON DEBENTURES OF \$1,000 PRINCIPAL AMOUNT, OUTSTANDING	
100	1261 3356 4769 9219 7317
101	1262 3357 4770 9220 7318
102	1263 3358 4771 9221 7319
103	1264 3359 4772 9222 7320
104	1265 3360 4773 9223 7321
105	1266 3361 4774 9224 7322
106	1267 3362 4775 9225 7323
107	1268 3363 4776 9226 7324
108	1269 3364 4777 9227 7325
109	1270 3365 4778 9228 7326
110	1271 3366 4779 9229 7327
111	1272 3367 4780 9230 7328
112	1273 3368 4781 9231 7329
113	1274 3369 4782 9232 7330
114	1275 3370 4783 9233 7331
115	1276 3371 4784 9234 7332
116	1277 3372 4785 9235 7333
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118	1279 3374 4787 9237 7335
119	1280 3375 4788 9238 7336
120	1281 3376 4789 9239 7337
121	1282 3377 4790 9240 7338
122	1283 3378 4791 9241 7339
123	1284 3379 4792 9242 7340
124	1285 3380 4793 9243 7341
125	1286 3381 4794 9244 7342
126	1287 3382 4795 9245 7343
127	1288 3383 4796 9246 7344
128	1289 3384 4797 9247 7345
129	1290 3385 4798 9248 7346
130	1291 3386 4799 9249 7347
131	1292 3387 4800 9250 7348
132	1293 3388 4801 9251 7349
133	1294 3389 4802 9252 7350
134	1295 3390 4803 9253 7351
135	1296 3391 4804 9254 7352
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294	1455 3550 4963 9413 7511
295	1456 3551 4964 9414 7512
296	1457 3552 4965 9415 7513
297	1458 3553 4966 9416 7514
298	1459

CONTRACTS AND TENDERS

UREA FERTILIZER PROJECT—SRI LANKA

PREQUALIFICATION INVITATION TO VENDORS

The State Fertilizer Manufacturing Corporation (SFMC) plans to install at Sapugaskanda (located 10 miles by road from Colombo), Sri Lanka, a Urea Fertilizer Complex which will include the following:

- 540 metric tons per day Naphtha based Ammonia Unit.
- 940 metric tons per day Urea Unit.
- Offsite services, auxiliaries and other facilities including product handling, bagging and storage facilities.

The Government of Sri Lanka has applied for loans to finance the Project, and it is anticipated that the proceeds of the loan will be applied as follows:

- The foreign exchange cost of the General Contract will be financed from the Kuwait Fund for Arab Economic Development (KFAED).
- The foreign exchange cost of certain goods and services relating to utilities and offsites facilities will be financed from the Government of India loan (GOI). For the goods and services to be supplied under the Indian Loan conditions, a separate announcement is being published in India.
- All other foreign exchange costs will be met from the proceeds of loans from the Asian Development Bank (ADB) and the Kreditanstalt für Wiederaufbau (KfW) of the Federal Republic of Germany.

Companies are invited to pre-qualify on a world-wide basis as there are no KfW restrictions whatsoever on source and origin.

Procurement procedures will be in accordance with International Lenders' rules and will be administered by the ADB acting where necessary on behalf of other lenders.

The requirements of local funds will be provided by SFMC through the Government of Sri Lanka.

Interested suppliers are invited to submit their qualifications by providing the following information:

- Indicate clearly which of the categories as listed below numbers 1 to 21 for which they wish to quote with relevant supporting information, giving general performance details, utility requirements and warranties.
- Description and capacity of manufacturing facilities.
- List of components usually subcontracted and availability of after-sales service and spare parts in Sri Lanka.
- Latest Annual Report and Balance Sheet.
- Experience with similar equipment including list of customers or plants where similar equipment is operational.
- Approximate delivery schedules.

To be considered for receiving invitations to bid, the above information must be sent, and received at the following address by March 8th, 1976.

Scientific Design Company Limited,
(Technical Advisers to SFMC)
Bush House,
Aldwych,
London WC2 4QB.

All correspondence should be in English. SFMC and its Technical Advisers, Scientific Design Company Limited, reserve the right to verify all statements and inspect supplier's facilities to confirm the vendor's capability to perform work, and to disqualify any supplier without assigning reasons therefor.

Principal factors that will be considered in evaluating subsequent quotations will include price, quality, operating and maintenance costs, freight, delivery schedule, inspection and expediting costs, performance guarantees, compliance with purchase specifications, spare parts requirements, terms of payment and vendor's experience.

Equipment and materials include, but are not necessarily limited to, the following categories:

- Vessels, tanks and columns.
- Furnace materials including fittings and insulating materials.
- Heat exchangers in alloy, stainless and carbon steels and other special materials of construction.
- Pumps and compressors including stainless and ordinary steel.
- Materials handling equipment including elevators and conveyors, weight feeders and scales and bagging machines.
- Cooling towers.
- Tower packing.
- Steam raising plant.
- Instrumentation including accessories.
- Electrical equipment including power generation package, transformer, motors, switch gear and motor control equipment.
- Special and ancillary equipment as used in the production of fertilizer.
- Catalysts and chemicals.
- Construction, erection and maintenance equipment including cranes.
- Steel materials including bars, plates and structural shapes.
- Piping, valves and fittings in Carbon and High Alloy steel.
- Other equipment and materials required for a complete plant.
- Vacuum system comprising of steam jet ejectors with surface and barometric condensers.
- Water treatment plant for steam raising, and effluent treatment equipment.
- Foundation piling.
- Drivers (electric motor, steam or gas turbine).
- Building and insulation materials.

ETHIOPIAN ROAD TRANSPORT ADMINISTRATION INTERNATIONAL TENDER FOR THE PROCUREMENT OF STATIC AXLE WEIGHBRIDGES

Invitation No. I.T.A./75

The Ethiopian Road Transport Administration releases an International Tender for the procurement of 5 static axle weighbridges. The purchase of these static axle weighbridges is financed by IBRD. Therefore, all member countries including Switzerland are invited to take part.

This tender will remain open for 60 days, beginning on December 29, 1975 until February 29, 1976. The tender will be opened on March 1, 1976 at 10.00 hours local time.

Tender documents may be obtained from Ethiopian R.T.A. Size and Weight Section for the sum of Eth.\$10.00 each, and additional sets for Eth.\$7.00 each, from Monday through Saturday on working hours only.

The Ethiopian R.T.A. reserves the right to accept or reject any or all bids that are incongruent with the tender document and technical specifications.

SUDAN RAILWAYS STORES DEPARTMENT

CONTRACT NO. 4847

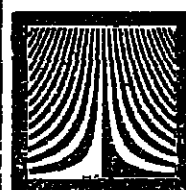
SUPPLY OF ONE 65-TON RAILWAY BREAKDOWN CRANE

* NOTICE *

- Controller of Stores, Sudan Railways, Adaba invites tenders for the supply of One 65 Ton Railway Breakdown Crane.
- Details, Specification and relevant drawings can be obtained from the office of Controller of Stores P.O. Box 48 Adaba or from the office of Stores Representative at Khartoum on submitting a written application bearing 30 p.a. stamp duty and payment of Ls. 25,000 s.a.s. for one set of details specification and drawings.
- All tenders shall be opened publicly at the prescribed place, date and hour and the prices of each tender shall be read aloud.
- The closing date fixed for acceptance of tenders in this office is Sunday 8th Feb. 1976 at 12.00 hours noon.

OFFICE OF CONTROLLER OF STORES.

P.S.—Details, Specifications and relevant drawings to this tender are also sold in the Sudan Government Purchasing Agent's Office in London.



The Technical Page

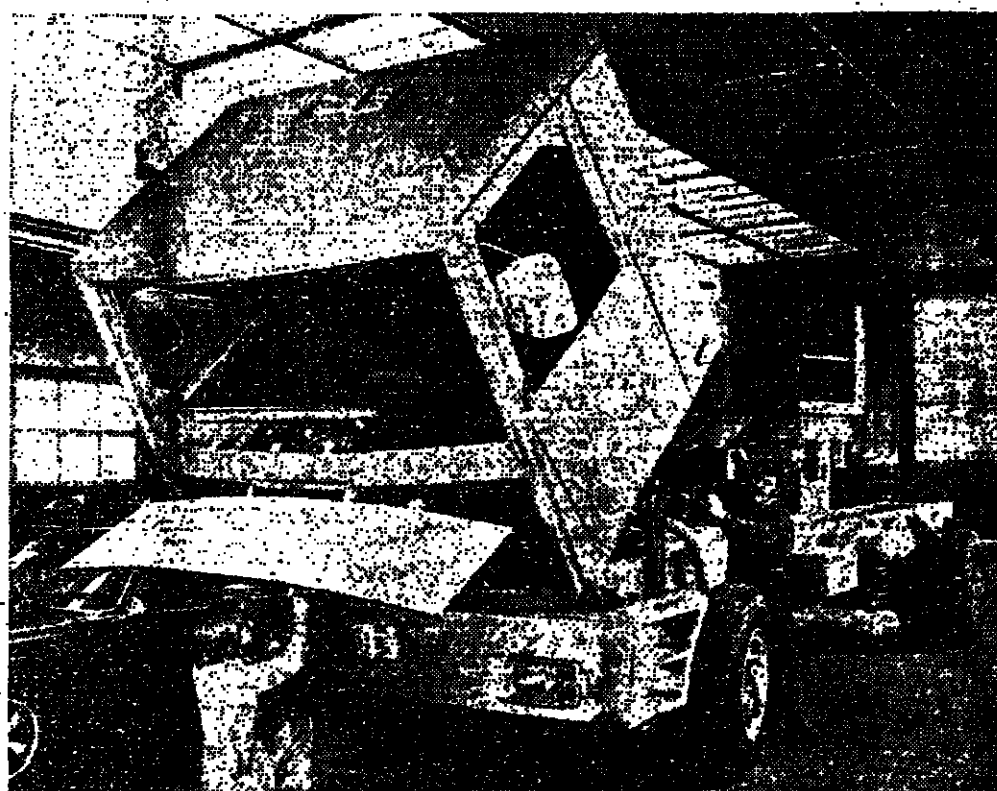
EDITED BY ARTHUR BERNETT AND TED SCHJETER

FINAL stages of production

of a prototype 16-ton truck almost completely constructed from aluminium have been reached at the Zurich factory of Schweizerische Aluminium AG.

Aluminium has been used for everything except the engine, axles and drive system.

When completed the vehicle will have to be extensively road tested but it will be shown at an exhibition in Geneva this month. No price has yet been fixed for the truck, which is stated to offer a weight-saving of 497 kg. over its steel counterpart.



DATA PROCESSING

Speeds up the legal documents

A CONVEYANCING package of manuals and pre-recorded tape cassettes for use in conjunction with its Scribans 100 magnetic memory automatic typewriter has been announced by Ultronic Data Systems, 3 Jefferson Way, Thame, Oxon OX9 3SU (08421 3151).

Part of the package is a set of 120 conveyancing precedents covering the majority of requirements for the transfer of unregistered land, with 60 appropriate sub-variations where the sex of the vendor or purchaser changes the wording. In these cases the complete conveyance draft only requires a dictated addition of names, values and details of the schedule of property involved. By using these precedents only the variable information has to be checked. In addition, 182 standard clauses are included to enable the user to deal with special cases. The data, on 104 cassettes, is indexed.

Part two of the package, available shortly, will be a series of standard letters to be used by solicitors when dealing with purchase and sale of property. This will cover the standard correspondence used to building societies, estate agents, banks, as well as buyers and sellers.

A company using the service simply provides GMS with a list of its current order requirements. This information is fed into the computer, which calculates in a matter of seconds the least wasteful way to cut order lengths for use by cutter operatives.

Management schedules and analysis and administrative documentation can be produced by the computer at the same time. Input and output data can also be transmitted by the public telephone network, if required. GMS is at Smithfield House, Blunk Street, Sheffield, S1 2BU.

Automation in power stations

FOLLOWING successful completion of a £1.5m. contract to supply computer equipment to the Central Electricity Generating Board's new power station at Grain, Kent—the largest off-grid power station in Europe—Honeywell Information Systems has been selected by the CEBG for a further major power station contract and the company has received an order, worth around £1m. for five real-time data processing systems to be installed in the new 2,000 MW Littlebrook 'D' power station being built near Dartford, Kent.

The systems will be based on

Honeywell System 700

mini-computer equipment incorporating type 716 processors, alpha-numeric and graphical VDUs with logging printers, and operator communications facilities and marks the first major order for Honeywell's new range of Mark II Real Time Interface (RTI-2) analogue and digital scanning equipment. This equipment will handle approximately 9,000 digital and analogue inputs and outputs on the master generator control units at Littlebrook.

Three of the five new systems will be used for data logging and control on the three 680 MW turbo-generating units to be housed in the 'D' station. Another will monitor station common services and the fifth will provide development, maintenance and back-up facilities.

Honeywell has already supplied 33 control complexes from its Real Systems Centre for power systems applications. The order was won by Honeywell Information Systems in open-tender competition with a number of other major computer companies. Deliveries of the five Honeywell processors will be phased to July 1977 when commissioning is to begin.

HIS, Great West Road, Brentford, Middlesex (01-568 9191).

Problems of minimising "trim loss" when cutting stock lengths of materials to match a company's constant mix of orders are essentially solved by a new computer-aided ideal for computerised techniques.

A company using the service simply provides GMS with a list of its current order requirements. This information is fed into the computer, which calculates in a matter of seconds the least wasteful way to cut order lengths for use by cutter operatives.

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PLANT & MACHINERY SALES

Description	Price	Telephone
1974 Ten Stand roll forming line by Hutter-Douglas. Virtually unused. Capacity 200 mm x 12 mm M.S. strip complete with automatic cut-to-length equipment.	P.O.A.	021-556 0904 Telex 336414
2 Stand Rolling Mill for flattening wire and rolling narrow strip. Complete with edging rolls and recoller. Reconditioned Modern Used.	P.O.A.	021-556 0904 Telex 336414
Rolling Mills, wire, rod and tube drawing plant—roll forming machines—slitting—flattening and cut-to-length lines—cold saws—presses—guillotines, etc.	P.O.A.	021-556 0904 Telex 336414
1970 Herdickehoff 100 KW double vacuum annealing plant—useful charge area 625 mm dia x 2000 mm loading height—output 6000 lb per 24 hours.	P.O.A.	021-556 0904 Telex 336414
1974 Duplex Slitting Line to Process Sheet into a wide range of Accurately Slit Blanks. Fully Automatic Installation.	P.O.A.	021-556 0904 Telex 336414
Vacu. roll. Machine 3000 x 1700 mm, moulding depth 600 mm, plunger double heating frames	£14,000 F.O.B.	004641421210 Sweden 22340
New unused 22 KVA air cooled Diesel Generator with Stamford Alternator.	£9,000	Mr. Williams Aylesbury (0296) 630555

IF YOU HAVE PLANT AND MACHINERY SURPLUS TO YOUR REQUIREMENTS AND WOULD LIKE TO ADVERTISE IN THIS COLUMN, PLEASE TELEPHONE MR. FRANCIS PHILLIPS ON 01-248 8000 EXT. 455

PROCESSES

Cleans up the circuit board holes

QUALITY of through-plated holes in single and multi-layer printed circuit boards can be improved together with overall plating quality and board appearance using a new available in the U.K. from Dage Intersem, Raywood House, Pinner, Middx. (01 886 0024).

Using an abrasive slurry medium, the system gives an even and uncontaminated PCB surface finish quickly and with the minimum removal of base material or copper. Epoxy smear and feathering at the edges of the holes is eliminated, ensuring reliable through-hole plating.

Boards up to 19 x 16 inches can be handled, in a work-holding rack that quickly adapts to the size of board. A variable speed motor controls the board past six oscillating blast guns (three each side), each delivering 20 cfm of slurry at 30 psi.

At the end of the cycle, the board is retracted and rinsed ready for the next stage in production.

Flexible control system

FOR use with the company's heavy duty machine tools is a control system from Schiess-Frörup (U.K.) which allows a basic manual control system to be put up to full numerical control.

In the basic system functions, speeds and feeds are controlled by rotary and push-button switches and are indefinitely variable over wide ranges. Dimension data is fed into the system by an alpha-numeric keyboard for automatic positioning in every axis.

Automatic positioning is available at feed rates for machining operations and can also be effected at high speed. For manual positioning there are two rapid traverse rates, two creep

POWER

Robust cable from stock

BICC has announced that its Indtemp 250 cable, previously manufactured only to special order, is now available from stock. The cable can withstand high temperatures, mechanically severe conditions and moisture-laden environments.

BUILDING & CIVIL ENGINEERING

Plastics windows for Hungary

BLACKNELL Buildings, Farnborough, manufacturer of "Timberplast" maintenance free windows, has obtained a substantial contract from the Hungarian Government importing agency Komplex, through Brochhouse Steel Structures, Blacknell, member of the Montague L. Meyer Group, to be providing know-how involved in the manufacture of pre-coated timber windows used in Britain by the CLASP and SEAC School building consortia. These fully insulated windows were originally developed by Blacknells for CLASP and the contract is a part of the Brochhouse Steel Structures contract for the sale of the complete CLASP system to Hungary.

The system of pre-coated timber windows was originated in West Germany by Transco and is currently used there and other western countries. The rights of this system for the U.K. are held by Blacknell who through advanced technology have made developments leading to a substantial reduction of the material content, giving a very robust product, better able to withstand adverse site handling conditions.

Blacknell uses the same technology for the production of its domestic windows and the Blacknell 2000 home extension range.

The Hungarian authorities view this contract as the fore-runner of a much larger contract direct with Blacknell for the supply and installation of British machinery and Transco plant for the manufacture of Timberplast windows in Hungary in 1977.

The contract was finalised with the assistance of Evans and Bryan, architects and construction cost consultants of Lichfield, Staffs, acting on behalf of Brochhouse Steel Structures.

The unit weighs 105 kg and supplies hot air at the rate of 2,000 cubic metres an hour using about 1.2 gallons of oil per hour to do so.

Heat—which can be passed through up to 30 metres of flexible 38 cm. diameter ducting, can be directed in three directions. The heaters can be used to operate outdoors in any weather conditions, to heat separate areas simultaneously. Fuel can be drawn either from a 45-gallon oil drum through a flexible hose or piped directly to a permanent main fuel tank.

The company, located at Drayton Road, Evesham, Worcs., offers a complete heating and drying service and units are available either on a direct purchase or hire basis.



feeds and three incremental steps.

The stage two version incorporates a program store so fully automatic machining can be carried out. Programs can be entered in the 8 kilobyte store via the keyboard or a teletypewriter unit, and are similar to those used in a computer.

For stage three a photoelectric sensor is added, with which the tool is supported on the end of the pipe by four adjustable legs mounted on wheels as spaced at 90-degree intervals around the inner circumference.

The carriage is pushed to the far end of the pipe length, the spray started, minor adjustments made to the carriage to a controlled rate either manually or automatically. The wheel run in front of the spray which is angled slightly away from the direction of motion. Similarly, the trailing hoses are always in front of the newly painted surface.

The rig has the advantage that it can coat pipe bonds after the have been welded into position so that the joints are also protected. With minor modifications it can be adapted for use on pipes between three inches and four-foot diameter and theoretically, any length of pipe can be accommodated.

INTERNAL surfaces of curve as well as straight pipes can be sprayed with paint using a rig introduced by Volstall Coating, 57, Shilling Road, Acton, London W.3 (01-992 6931).

An omni-directional spray head is fitted to a carriage which is supported on the end of the pipe by four adjustable legs mounted on wheels as spaced at 90-degree intervals around the inner circumference.

The carriage is pushed to the far end of the pipe length, the spray started, minor adjustments made to the carriage to a controlled rate either manually or automatically. The wheel run in front of the spray which is angled slightly away from the direction of motion. Similarly, the trailing hoses are always in front of the newly painted surface.

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Primary insulant in the cable is PTFE and resistance to fire and impact is provided by a layer of felted asbestos impregnated with silicone varnish. To give maximum abrasion resistance and ease of handling a glass braided outer sheath incorporating PTFE dispersion is applied. The cable is not difficult to install and terminate.

Further details from the nearest BICC branch office or from Cables Section, BICC, Melling Works, Merseyside L31 1DF (051 546 9441).

Easy route to damp courses

"ICE STICKS" of frozen antifreeze and water are a new cure for rising damp. The company introducing the system says it is an improvement on alternatives and can be sold at a lower cost. It involves a minimum of disruption to the householder or business man.

Treatment is normally from one side of the wall only, allowing most external walls to be injected entirely from the outside of the house.

Norman Rudd (Damp-Coursing Division), who introduced the system under the trade name Freezed, says the overall cost of curing rising damp is reduced because of the elimination of associated builders' works (replastering, removing skirting boards, etc.). This can be a major saving.

The treatment is suitable for walls containing rubble infill, for stone walls, for very thick walls. Typical examples would be churches and ancient monuments.

Silicone damp-coursing chemicals are alkaline. By bringing the silicone on site in solid form as frozen "ice sticks" which are absorbed as they melt within the wall, the chemical is kept away from children and animals.

The idea has been patented and proved commercially under the name Freezed.

Spot treatment and other small jobs can be carried out at short notice but at rather higher prices than the competitive levels for big jobs, quoting job unseen per foot run.

Licensing of the system to specialist damp-coursing contractors will be arranged on a regional basis during the coming months.

Norman Rudd, 20 Station Road, Berkhamsted, Herts HP4 2EX, Berkhamsted (044 27) 5640.

Provident Mutual Life Assurance Association has awarded a contract worth over £1m. to Willmott Construction for a three-storey building offering 30,000 square feet of accommodation and parking facilities for 100 cars at Hitchin, Herts.

When completed the new building will provide additional accommodation for staff now housed in the Association's other office buildings in Hitchin.

01-248 8000

Building and Civil Engineering

£21m. overseas contracts for Cementation

CEMENTATION International shaft will contain five compartments in a consortium with Polyplus of men and be lined to full depth. Ascot, Berks., has signed a contract with the H&N side dimensions of 21 feet eight inches by 16 feet 10 inches. The H&N Cement Enterprise Corporation of Taipei for the design, supply of equipment and super-structure deep and the Newfoundland cement works in Taiwan.

The contract starts soon and will be completed in May, 1977. Management for the scheme as a whole is being carried out by P. Harrison and Company and Tesham Consultants of Montreal, Consulting Engineers are Harrison-Bradford and Associates of St. Catharines, Ontario.

The project will take about three years to complete. The Cementation Company (Canada) has been awarded a 7m. contract by Gull Island Power Company for the construction of two shafts and associated shaft excavations at Pointe au Labrador and Pointe au Labrador, Newfoundland. The shafts are part of the proposed Strait of Belle Isle cable crossing to the power transmission cables from Labrador to Newfoundland. At a later stage the two shafts will be connected by a 12 miles underground tunnel. The construction of which will be the Trafalgar House Developments of another tender. Each under a £100,000 contract. The

Energy in a construction context

AN INTERNATIONAL symposium on "Energy Conservation in the Built Environment" will be held by CIB—the International Building Research Council—at the Building Research Station, Garston, Herts., from April 6 to 8, 1976.

The symposium will seek to place energy consumption in buildings in perspective with national energy consumption to establish priorities for action and research on energy conservation in buildings; and to promote international collaboration.

CIB is the international body through which building research laboratories liaise and exchange information. Its activities are mainly carried out through working commissions—groups of research workers who meet to

discuss and co-ordinate research on a particular topic. The symposium is sponsored by CIB Working Commission W07 which is concerned with energy conservation in the built environment. W07 was formed a year ago and now has 39 members from 20 countries.

A statement on energy and buildings, based on information presented, will be made by the Commission at the end of the symposium and communicated to national and international institutions.

Over 60 papers will be discussed and these include contributions from Belgium, Canada, Denmark, Eire, The Netherlands, Sweden, Norway, U.S., West Germany, Poland, Italy and the U.K.

Proceedings will be conducted in English and French, the official languages of CIB, with simultaneous translation. Attendance is open to all. The fee is £54. Further information and application forms can be obtained from Dr. John Appleyard, Building Research Station, Garston, Watford WD2 7JR.

Moving massive loads

IT IS already technically feasible to build water skates that will cope with loads up to 40,000 tons and, in the view of Dr. Robin G. Charwood of Acres Consulting Services of Southampton and Toronto, they would make it a relatively simple matter to move large oil platform components around in harbours—a feat hardly possible to carry out with any other known system.

The skates, similar in appearance to air cushion systems, consist of flexible rubber skirts to retain water pumped into them continuously under pressure. The skirts allow water to escape around them sufficient to act as a lubricant between the skirt and the ground and thus permit the loads to be moved with minimal exertion.

Skates now in use are about one metre in diameter and will lift around 30 tons at a working pressure of 80 psi. The next step up is probably to around 1,000 tons which will allow rig loaders to move modules on to rig superstructures without the need for the temporary support steelwork which is both expensive to buy and costly to erect and dismantle.

Acres has a continuing technical assistance agreement with Air Cushion Equipment covering both the water skate and the hover principle based on air cushions. Meanwhile, in France, Bertin is becoming increasingly active in air cushion work applied to movement of heavy industrial plant within buildings and other restricted areas.

One interesting exercise carried out recently with the aid of Bertin air pod equipment is to move two heavy profiling machines of different designs into and out of a production line as required. The alternative would have been the much more expensive one of providing accurately placed rails impervious to vibration and a large amount of power to move the equipment.

Production line modifications, even when the heaviest of machine tools are involved, present no problems when air cushions are used to move the machines around. Equipment is handled with kid gloves and movement requires no specialist manpower.

Bertin is at Boite Postale No. 3, 78370 Plaisir, France.

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Airport control building

CONSTRUCTION is to start next year on a new control building at Aberdeen Airport.

Design of the building, for the Civil Aviation Authority, is being undertaken by Sir Frederick Snow and Partners with McAlister Armstrong and Partners as architects and planning consultants.

An unusual layered configuration has been adopted to overcome the limitations of a restricted site and to achieve maximum internal space utilisation.

The building will have a central vertical core containing two staircases to meet the Building Standards for Scotland—a lift serving floors to fourth-floor level and telecommunications and air conditioning ducts.

All heavy equipment will be housed on the ground floor and the approach control and radar, meteorological forecast and observers room together with air crew flight information and planning facilities will be on the first floor.

The second and third floors will provide accommodation for administration and general facilities, while the fourth floor will house the telecommunications equipment required for the visual control room immediately above.

The building is due to come into use in 1978.

Haden Young puts in the services

MECHANICAL and electrical services at British Steel Corporation's new Tesside and Workington Group headquarters at Redcar are to be installed by Haden Young.

The great variety of services to be provided include the air conditioning of the offices and computer building, water, plumbing and fire services, power and lighting.

Haden Carrier's subsidiary, Frenger, will design and supply a special integrated ceiling/lighted system.

School in Edinburgh

ALEXANDER Hall and Son (Builders), a member of Aberdeen Construction Group has been awarded a contract worth £736,970 by the Lothian Regional Council for works in connection with the erection of a special school at Broomhouse Crescent, Edinburgh, for children with impaired hearing.

Architects are Stanley Poole Brand Associates of Edinburgh.

Optimism in Europe

HIGHEST show in the world for the building industry and its suppliers, the Batimat exhibition in Paris late last year ended on a note of optimism. This was testified by the attendance from overseas was up by 7 per cent. compared with the preceding year in 1973. It is a far more significant figure than the one or two per cent. which has been reported in other countries.

Stand space was a massive 4,500 square metres and there was a total of 313,266 visitors.

If the French organisations who were planning a lot of faith in Batimat as a barometer of the extent of the movement out of depression in France and Europe are right, and the 7 per cent. increase in visitors and more in stand space is there to prove their claim, European recovery should not be far behind that proclaimed in the U.S.

But these considerations apart, the sign of an improvement is interest if not in actual trade, are apparent in the demand for stand space at Interlima 76, an exhibition devoted to heating, refrigeration and air conditioning of buildings.

The show takes place from June 10 to 18 at the Paris Expositions, Porte de Versailles, in Paris and already over 250 exhibitors from France and other countries have taken place.

Overall theme is "A better use of energy," a significant when one considers that the building industries of most of the advanced countries are now considering, perhaps somewhat reluctantly, exactly what the design effort should do to achieve the goal of maximum energy saving.

Since most European countries agree that between 40 and 60 per cent. of fuel burned in power stations and elsewhere ultimately goes into the provision of domestic hot water, for whatever purpose, it would seem that the professional associations are slow off the mark.

This cannot be said of the exhibitors at Batimat where large sections of several of the even buildings were devoted to various ways of saving on heating energy.

For instance, the Bardex system of external protection offered by Omniplast, 185 Avenue Charles de Gaulle, 92 Levallois-Perret, France, will flow anyone with an old though structurally sound building to give it a complete external face-lift with minimum trouble.

Apart from the aspect, though, the double-walled pvc plank gives a very high thermal insulation and sound protection to any structure on which it is applied. The fixing could hardly be simpler.

A dry-wall system, it can be put in place at very fast rates

and is equally suitable for old and new structures and is particularly recommended for coastal areas because the plastic is not attacked by saline air. Labour requirements are minimal.

Similar in aim but different in application, Wash-Perle, a multi-layer coating which will make any type of building weather-proof while requiring minimum skill to paint or roller on to the surfaces to be protected.

The full system requires the application of squares of foamed polystyrene to the base—brick, concrete or whatever. There follows a coating of an adhesive called Wash-Block to which a glass fibre sheet is applied followed by more Wash-Block and then the final patterned layer of Wash-Perle.

Whatever the base material, even when it is a damaged wall with high insulating ability, the addition of this external coating gives the same advantages as injection of foam or fibre and is, obviously, to be recommended where solid walls are involved as in several million buildings in Britain.

Wash-Perle is at St-Menee 13011, Marseille, France.

In another area of fuel economy comes the Rotrak economiser which enables any industrialist who is running plant emitting smoke at temperatures higher than 250 degrees C to recover residual heat corresponding to around 15 per cent. of annual crude oil consumption. The economiser is of simple construction and looks something like a car radiator.

The radiator is stainless steel and is inserted in the flue duct at any convenient place provided the temperature drop there is not excessive.

The company also produces models for domestic use at its centre in Montreuil.

Etude and Realisation de Material en Acier Inoxydable, Retrak, 22 Avenue de la Liberation, 77130, Montreuil, France.

Homes for old people

PLATS for old people are to be built under a £246,000 contract awarded by the Anchor Housing Association to Mears Construction.

Erection of 21 one-person and 15 two-person flats together with a wardens' maisonette and other facilities are called for. The building is to be a mainly three-storey structure.

Architect is the Geary Blair Weid Dickinson Partnership.



Designed initially as a rotary cultivator, the machine shown here being towed by a tractor and recently launched in the U.K. by Badger Systems, of York, is now being used in the civil engineering field. It is seen here at work for Bevis on the M25 motorway, where its principal role is

stabilisation of the carriageway sub-base and provision of wearing surfaces for the passage of heavy construction vehicles. The tractor-drawn and power-driven machine, called the Vertiber 2M, consists of four contra-rotating triple-tined heads which stir the ground without inverting it.

Ready for monkey business

MANAGEMENT OF the captive lives of the great apes in such a way that they can live them as naturally as possible, concurrent with safety to keepers and visitors, is not easy.

When the new £300,000 apes house at Bristol Zoo is opened in the spring it will embody a novel pneumatic and electro-pneumatic door opening and closing system controlling the 32 doors between five split-level dens, consisting of sleeping quarters and internal and external viewing areas.

Particular attention has been paid to the need for remote control so that keepers can operate the system unobserved; important when research staff are studying animal behaviour.

Safeguards are being built into the system so that there is no possibility of opening or closing the wrong door with its attendant danger of a monkey rough-house—gorillas, chimps and orang-utans do not mix.

It is also impossible, even for the strongest animal, to force open a closed door since it is held in position with 500 lb pressure. Neither can the doors be thrust open or shut with force.

Broomfield air compressors keep the circuit at 30 psi and the whole system is engineered by Avon Pneumatics, Enfield Works, Upper Westwood, Bradford-on-Avon, Wiltshire BA15 2DH, Bradford-on-Avon 6575.

£2m. worth for Turriff

TURRIF has won two contracts worth over £2m.

The biggest, worth about £1.7m., was awarded by the Department of the Environment, Director of Social and Research Services, for the construction of an industrial rehabilitation unit at Preston, Lancs.

This large-scale project, will include the erection of administration and recreation blocks, together with workshops, retail stores, hostel, bungalow, staff housing, gatehouse, greenhouses, roads, paving, landscaping, fencing and drainage.

Work on the project, which is expected to take just over a year and a half is about to start.

H. L. Froome Lewis of the Department of the Environment, Oxford, is the architect.

The other contract, worth over £500,000, was awarded to Turriff by the Northumbrian Water Authority for the construction of a sewage preliminary treatment works at Jarrow.

Apart from general site works, clearance, drainage and landscaping, Turriff will be responsible for the construction of a reinforced concrete inlet bay, overflow weir, triple screen channels, culverts, flume channels and three grit tanks associated with the pumping station.

Work on this project is also about to start and is expected

Steel frame buildings

A £106,000 construction contract for Saudi Arabia has been won by The Hillebrand Group, of Eastleigh, Hants.

The contract is for six portal steel frame buildings to provide kitchen and laundry facilities at the towns of Riyadh, Taif, Abha, Medina, Najran and Jizan.

The contract was placed by Deifen Construction of Riyadh.

Builder to have own mini

A. F. BUDGE (Construction) in mid-January will be installing a microcomputer at its offices in Retford.

Over 100 similar machines (Modcomp II) have been ordered by NASA at Kennedy Space Center, the Space Shuttle programme.

Lay out for A. F. Budge will consist of large disc storage and magnetic tape equipment together with processor and printer. Input to the computer will be from three displays and keyboards, the systems being designed to allow each girl to operate on a different accounting routine, with the facility to enquiry at any time the status of a particular file. It will also be possible to produce management results out of the normal accounting cycle.

The systems and programs are being specially written by Constructing Computing of Darley Dale, Matlock, Derbyshire, who are specialists in providing a range of services for building and civil engineering contractors. In particular, site payrolls, purchase sub-contract ledgers, nominal ledgers, integrated plant systems, certificates and valuations, and site cost statements will be maintained on the equipment.

Will protect pipelines

PROTECTION of four high pressure gas pipelines by split sleeving is being carried out by Biggs Wall & Company at North Oxendon, Essex, in advance of construction work on the M16 motorway which is scheduled to pass through the area.

The work, which is being undertaken for North Thames Gas, involves two sections—the motorway site itself and a section for a slip road.

The contractors are working in a restricted site, with only 70 feet of working width in which to excavate the total 30 foot width needed to expose the four pipelines, stockpile material and operate machinery. Sleeving is carried out using

pipes which have been split longitudinally using oxy-acetylene equipment developed by the Pipeline and Mechanical Services Division of Biggs Wall.

This comprises four oxy-acetylene burners which travel along a track mounted magnetically on the outside of the pipe, giving an accurate bevelled edge ready for welding.

The sleeves are fitted so that the joints are staggered. Seams and butt welds are tested by radiographic means. This work, carried out by Biggs involves passing X-rays through four walls over a total steel thickness of 24 inches.

Managing a major quarry

ABILITY of the modern load-cell weighbridge to feed weight signals direct to computer has led to the installation of one of the most advanced despatching systems in the extractive industry at Tarnac Roadstone's Bankhead quarry in Cumbria.

This large, substantially automated quarry operates a fully computerised system for recording orders and progressing deliveries. The scheme, based on two 40-ton capacity Avery load-cell weighbridges, has produced benefits for the quarry and its customers.

Both bridges are stamped for trade use, and are located on opposite sides of the weigh office at the quarry gate.

As in normal practice, one weighs "in" and the other weighs "out" and both are connected through reed-relay interfaces in their weigh instrumentation to the memory banks of a small computer in the office.

When a vehicle is weighed, the cells are amplified and digitized and fed to the interface in serial decimal form. The same signals are

also used to operate digital weight displays reading in increments of 0.01 tonnes.

In memory are the registration numbers of all delivery vehicles together with comprehensive order details, inserted on an input keyboard, as each order is received. Stored under a quarry job number, the data includes customer's name and address, delivery date, mileage to destination, tonnage required, product code, date and time.

At the end of each day's orders is obtained from the computer as required. The loading schedule is then planned and vehicles allocated accordingly.

The whole procedure can be carried out very rapidly and a vehicle can be cleared from a weighbridge in ten seconds. This compares with manual when queues could develop during busy spells while weighmen prepared documentation. In a quarry selling between 4,000 and 5,000 tonnes a day and dispatching up to 250 vehicles in every eight hours the savings in time alone justified the adoption of the scheme.

The same signals are also used to operate digital weight displays reading in increments of 0.01 tonnes.

LA GENERALE DES CARRIERES ET DES MINES SOCIETE D'ETAT B.P. 450 LUBUMBASHI ZAIRE

APPEL D'OFFRE INTERNATIONAL DE PREQUALIFICATION.

La Générale des Carrières et des Mines (GECAMINES) envisage d'augmenter de 100.000 tonnes sa production de cuivre. A cet effet, elle construira, entre autres, dans son siège de Lubumbashi, une nouvelle usine pyrometallurgique du type FLASH SMELTING.

Pour le financement partiel de cette installation, la GECAMINES a obtenu un prêt de la Banque Internationale de Reconstruction et de Développement, de la Libyan Arab Foreign Bank et de la Banque Européenne d'Investissement. Le présent avis tend à provoquer des demandes de préqualification pour la fourniture d'équipements dont l'achat sera couvert par le financement des Banques susmentionnées. Il s'agit des équipements suivants:

- un sécheur rotatif du concentré,
- la structure en acier du four FLASH SMELTING avec cheminée d'urgence,
- le complexe d'alimentation en poudres sèches du four FLASH SMELTING,
- plusieurs tanks pour stockage d'eau et de gaz,
- le complexe de manutention de coke, de chaux et de retours avec broyeur appropriés,
- 2 fours à anodes pour cuivre,
- 1 four à induction pour alliage blanc (cuivre-cobalt),
- 1 four pour maitraille de cuivre.

Les fournisseurs qui désirent être préqualifiés pour recevoir des demandes d'offre pour un ou plusieurs de ces équipements sont priés de soumettre leur demande en duplicata, avant le 5ème février 1976, à l'adresse suivante: DAVY POWERGAS LTD, 8 Baker Street, LONDON W1M 1DA, Angleterre.

(référence Contrat 1447)

Cette firme a été, en effet, chargée par GECAMINES de l'étude et de l'approvisionnement des équipements. Les

demandes en français ou en anglais, d'après la langue choisie pour la correspondance ultérieure, seront accompagnées des documents suivants:

- liste des équipements qui pourraient être offerts,
- catalogues techniques ou informations techniques générales, concernant le matériel offert,
- délais demandés pour l'introduction des offres, pour la fourniture des plans après commandes, pour la fabrication,
- liste d'installations (lieu et date de mise en service) où des équipements analogues du fournisseur sont en service,
- liste des composants qui ne sont pas fabriqués par le fournisseur,
- existence éventuelle d'un service après vente et disponibilité de pièces de rechange au Zaïre,
- capacité de production, charge actuelle et prévue pour 1976 en pourcentage de la capacité donnée,
- rapport annuel de dernier exercice et effectif en agents de l'entreprise.

Gecamines se réserve le droit de faire vérifier les déclarations et de rejeter toute demande de préqualification sans donner les raisons. Les fournisseurs retenus seront informés en recevant une demande d'offre.

Les candidats soumissionnaires retenus comme qualifiés en seront informés. Ils pourront être invités lors de la soumission, à verser un dépôt nominal, qui leur sera remboursé lors de la remise d'une offre en bonne et due forme.

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Vehicle Fleet Management

A debilitating combination of recession and inflation has been played out in the industry against a backcloth of continuing public pressures against the "juggernaut", and legislative uncertainties. However, professionalism in the fewer but larger companies should enable them to survive most of the storms ahead.

THE PAST YEAR has without doubt been the worst that fleet operators can recall for more than a generation. The move from an era of relative stability to one of direct confrontation with the recession has been a long-term trend. At the same time, costs have been rising at a rate hitherto unknown. Up to a few months ago, the average cost of running a vehicle fleet was increasing by anything between 20 per cent and 30 per cent a year according to vehicle size and nature of operation.

EEC rules

The going rate of inflation may now also have been moderated a notch or two and still. But much will depend on what follows the expiry of the present £8 limit in August, on continuing public pressures and legislative uncertainties. It is not until mid-December that they know for certain whether they would have to observe the EEC rules on drivers' hours and tachographs on domestic operations as well as on cross-Channel trips from January 1, while the manner in which Dykes lorries routes and access to most of the country still remains decidedly uncertain. The economic forecasts may well be right when they say that the recession has now bottomed out. But fleet operators are likely to remain at a

most noticeable feature has been the further sharp impetus which the economic situation has given to the gradual swing away from own-account operators to the professional haulier and as part of the same process from general haulage to contract hire and specialised distribution and transport services. In the 11 years to 1973, the own-account share of freight movement by road declined from 59 per cent to 49 per cent in terms of tonnage and from

recession and rampant inflation has encouraged more own-account operators to consider making greater use of outside hauliers. This has not insulated the specialised haulier from the effects of the recession. Far from it. The drop in demand has been far greater than the shift away from own-account operation. There has been the customary resort to fierce—and in many instances suicidal—rate-cutting by the smaller fry.

(large, that is, by haulier standards). Whereas the one- or two-vehicle operator may feel obliged to cut rates in order to stay in business, the larger haulier is able to tailor his operations to periods of reduced demand by taking vehicles off the road and by postponing replacement purchases. Indeed, the way in which the professional haulage industry has coped with the current business downturn somewhat undermines the argument of the traditional systems of transport managers' liberalisation of capacity and tariff regulations, to begin with in cross-frontier movement and eventually perhaps in purely national journeys.

Balance

Whether this will lead to faster progress to a common policy remains to be seen. Experience so far suggests that conflicting national interests will be as much a problem as before. Even though freight movement represents anything up to 7.5 per cent of total industrial costs, transport has never been regarded as sufficiently important to command a high place in the pecking order of political priorities. The political will has always been lacking. Perhaps this will be always so. The purist might say that the lack of a common approach to transport legislation frustrates the ideal of parity of competitive opportunity for industry and so prevents the reality of a common market. But the degree of cost distortion which arises from the present patchwork of differing national policies is, in practical terms, probably not all that significant. Domestically, the biggest uncertainties for fleet operators stem from the environmental and "social cost" issues. In the long run the easier to resolve will probably be the social cost question. For there can be no doubt that road users as a whole and each major category of road user pay in taxation sufficient over and above the direct (or internal) costs of building, maintaining, administering and policing the road system to make a substantial if not a full contribution to their share of the less easily quantified "social" or external costs. It is merely a matter of getting general agreement on the identification, assessment, and allocation of those costs—though that, in all conscience, will hardly be a simple matter.

Swing to the professionals

By COLIN JONES

49 per cent to 38 per cent in terms of ton-mileage. In the latter part of this period, own-account activities had ceased growing altogether in absolute terms despite the freedom to ply for hire which the "O" licence system offers. The problems associated with higher vehicle maintenance standards, labour regulations, urban restrictions, and EEC regulations, coupled with the recent combination of acute

More commercial carriers are now offering contract hire facilities. Operators of all-in distribution services are becoming more specialised by product range or geographical area, and more are offering stock-holding and stock control services. Yet, compared with pre-1939 recessions, the haulage industry has shown much greater resilience this time. The structure of the industry is stronger: there are more large firms

lists who say that the industry's basic "instability" justifies the capacity and tariff controls which some other EEC countries like to maintain. True, the industry in this country is still plagued with "pirate" and other rogue operators. But this problem could be reduced by a further tightening up of the "O" licence system and perhaps also by the EEC directive requiring the introduction of national

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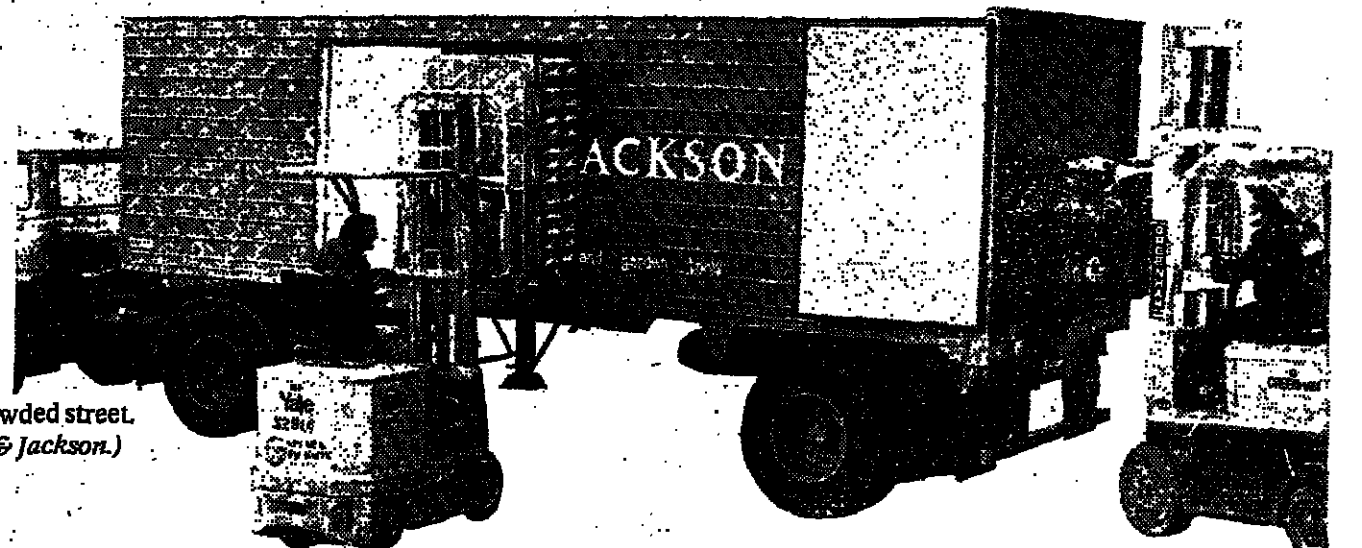
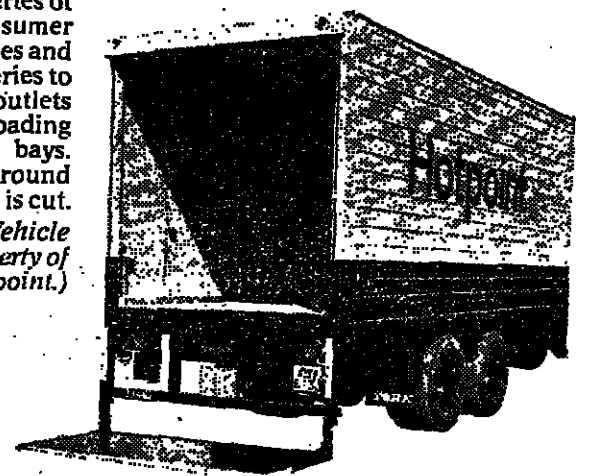


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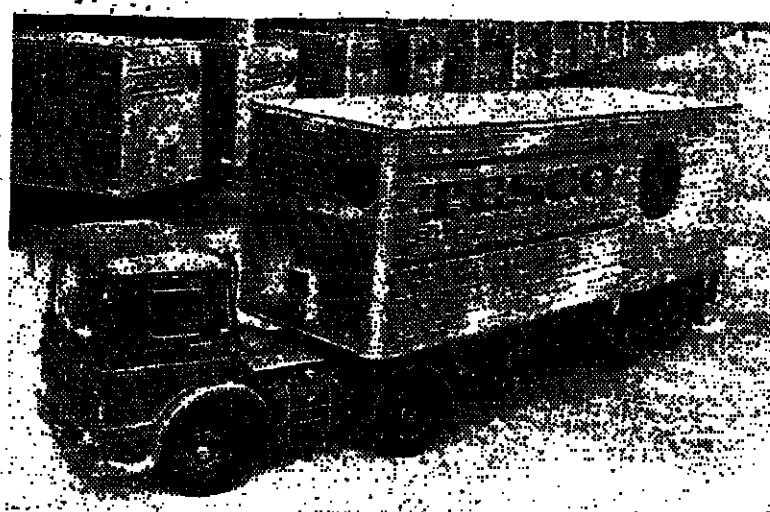


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VEHICLE FLEET MANAGEMENT II

Fuel questions need careful study

FUEL ECONOMY may be one of the top priorities of vehicle fleet managers, but the first thing they realise is that there is no panacea. All manner of methods, from speed limits and improved maintenance through to engine modifications and new vehicles may be tried, but none can be considered entirely satisfactory.

The situation was summed up in the recent report on energy conservation by the Parliamentary Select Committee on Science and Technology which cited evidence that "without drastic interference in consumer choice — for example by petrol rationing or by seeking to double car occupancy without increasing total passenger mileage — no single measure applicable in the transport field could save more than about 2 per cent of total primary energy, and most would save much less."

However, the importance of the transport sector in Britain's overall energy consumption is increased by the amount of

Economies

Petroleum-based products provide almost the entire energy for road transport and demand since 1960 has increased at an average annual rate of 6 per cent. It is against such a background that fleet operators are seeking economies.

The Government for its part has introduced speed limits which have a marginal effect upon fuel consumption. Tachographs—emphatically known as "the spy in the cab"—record drivers' speeds and hours and have been used by some companies on a voluntary basis to help achieve fuel savings.

Though the European Commission is likely to take a soft line with the U.K. on compliance with the legal enforcement of the use of tachographs and

the British Government is encouraging its voluntary use, widespread application will depend upon how quickly the Transport and General Workers' Union comes to terms with this method of measurement. In a situation where employers are restrained by the £8 wage limit from offering inducements to "buy off" opposition, progress on this front will be limited.

Dramatic as increases in the price of fuel have been over the past two years, their impact upon particular activities will vary widely. The National Economic Development Office report on the implications for U.K. industry of the increased cost of energy pointed out that transport costs as a proportion of net output in industry as a whole ranged from less than 2 per cent to nearly 40 per cent.

Moreover, in an inflationary situation the impact of rising labour costs and the additional burdens of maintenance and the cost of purchase of new vehicles may reduce the overall significance of higher fuel charges.

Granted, the limitations already noted, the latest wave of increases in fuel charges will hasten economy moves by fleet operators. Operating schedules will be changed to achieve lower mileages and higher load factors. Greater attention will be paid to regular maintenance and simple modifications will be adopted, such as fitting radial-ply tyres or radiator shutters.

The trend towards larger vehicles and more efficient utilisation will be continued. The need for economies of scale will also encourage large companies to share their vehicles with other retailers or wholesalers. The NEDO report suggests that the movement from "own-account" to "bought-in" operations will accelerate.

Earlier figures suggesting that own-account operations secured better vehicle utilisation than the others are misleading, since the types of operation differ. The shift is likely to be most marked when loads of intermediate size are carried over intermediate distances, where back-loads can be secured more easily by a public operator.

A major constraint on the carriage of larger loads is the environmental lobby. Many more local authorities are restricting the routes open to heavy lorries and pressure on the U.K. from her Common Market partners to adopt higher limits on lorry axle-weights has now been lifted.

petrol can have wide repercussions: for example, lead additives improve performance but are a hazard to health."

The Committee found that changes in fuel volatility, designed to increase the amount of petrol produced from a given quantity of oil, were likely to lower motor performance. However, "appreciable savings" might be realised by raising car maintenance and driving standards.

Minor technical modifications like the more widespread use of radial-ply tyres might also achieve further economies.

Discussing the question of improvements in car design, the Committee drew particular attention to carburettor improvements, manifold redesign, optimum gearing, and ignition. However, major changes were slow to appear as models tended to run for four years and more.

"Ford told us that with development time and tooling lead times, major engineering changes are difficult to implement in less than five years and it takes 11 years to replace 90 per cent of the European car population," the Committee said.

However, one technology already in use which is proving more popular is the diesel engine. A study of energy conservation by the Central Policy Review Staff pointed out 18 months ago that diesel engines were on average 30 per cent more economical on fuel than most petrol engines. As if to prove the point, production of diesel engines throughout the

world has expanded over the past 12 months.

Growth has been most dramatic in light commercial vehicles where diesel's disadvantages of heaviness, noise and lower performance, have been outweighed by fuel economy and low running costs.

Diesel

The number of smaller commercial vehicles fitted with diesel engines this year is thought to have increased by around 13 per cent throughout the world. So great has demand been that both the major U.K. manufacturers of light diesel, Perkins and Ford, are having difficulty in keeping pace. Both are stepping up investment in production.

In Britain nearly all heavy goods vehicles over 10 tons are diesel powered but the proportion of commercial vehicles below 6 tons is currently only around 30 per cent. However, the advances being made by diesel at the light end, against the background of a steadily declining market, means that in 1978 at least half of the new U.K. registrations in this sector could be diesel powered.

Pressure for fuel economies has also generated renewed interest in the electric vehicle over the past 12 months, particularly in the U.K., Germany, Japan and the U.S. As yet, however, there are no signs of any major breakthrough.

There are already around 45,000 battery powered electric vehicles in use in Britain—most of them as milk floats. But the main limitation to battery power is its weight, the speed at which the batteries run down, and the time taken to recharge. The benefits of electric vehicle in terms of energy saving and low pollution are by no means sufficient to outweigh such factors.

Studies published last year by the Transport and Road Research Laboratory pointed out that even a fourfold increase in fuel oil costs would not in itself be sufficient to cause the widespread use of electric vehicle. Nevertheless, the tests continue. Both Lucas and Chloride have started running experiments with services in Manchester. Prospects for the use of electric vehicles for long distance haulage, however, are bleak because of range limitations and the massive battery that would be needed to power a 32-ton lorry.

The vehicle fleet operator whether he is handling cars, vans, lorries or buses, must attempt to balance a number of important factors. Energy conservation will rank among his priorities but may run counter to other objectives. Exactly where to draw the line is a matter for continuous assessment and sophisticated judgment.

Arthur Smith

Planning the fleet

MRS. BARBARA CASTLE'S 1968 Traffic Act began a quiet revolution in fleet planning and departments. What the Act did was to lay down a basic minimum standard for truck maintenance, running conditions and drivers' hours, all desirable moves but all equally demanding extensive change in the average company fleet operations department.

As a result, many companies running their own small fleet departments decided to give up. They turned to the contract hire companies instead, and from that date the industry has shown impressive growth. The biggest company in the field, a division of British Road Services, has registered steady increases in business for each of the past five years, and has even managed to hold steady this year during the recession. Overall it has doubled its size over the five-year period, and has topped up an annual increase in profits.

During the past two or three years another important factor, inflation, has emerged to give an added boost to contract hire. In many companies inflation has imposed quite unprecedented strains on financial resources, and these concerns have sought both to release costs and cut back on the management and financial commitment involved in running their own fleets. Depending on the size of the company concerned, such a policy can make both more operating space and capital available for more immediately productive investment. Taken together, these influences have given the contract hire business a powerful momentum during the 1970s, and as more legislation is passed to cover the road transport field, the drift away from the owner-operator is expected to continue. The most powerful pressure on the legislative front has come over the past year from the EEC, and it is likely that at least until 1980 the measures to harmonise transport policy within the Community will continue to cause problems for fleet operators.

Skilled

Secondly, there is the question of arranging the maintenance itself, running workshops and keeping vehicles in trim so that they meet present-day requirements. The shortage of skilled workshop engineers, and the increasingly high level of professionalism needed to organise big fleet maintenance efficiently, are added complications.

Added to this, there are some more strictly commercial pressures behind the drift to contract hire. Many small and medium-size companies have

traditionally run their vehicle fleet on an ad hoc basis: if the ground floor planning stage, was necessary to the business with many clients. This can get as basic as deciding to move serious thought was given to the way it was organised. Rising costs have forced the new breed of financially-orientated professional managers to take a closer look at these departments, and the conclusion many have reached is that they can no longer afford to run the business in-house.

By turning to contract hire they can buy a tailor-made service with many different elements. For example, at best they can get an absolutely comprehensive service, which provides vehicles, garage space, maintenance, drivers, insurance and administration. Or, at a much simpler level, they can buy just the vehicles, garaging and maintenance, while hiring their own drivers; many of the Fleet Street newspaper companies, for example, work on this basis with Toler Hire, the long-established Camberwell concern.

The bigger contract hire companies tend to specialise in the more sophisticated comprehensive services where their expertise lies. BRS, for example, believes that one of its main areas of specialisation lies in planning—identifying the distribution problems of the client, looking at the kind of vehicles he needs, the delivery and collection pattern, and trying to organise the best routing system.

The company, which has a vehicle fleet of 6,000 and some 140 depots scattered around the country, is actually involved at that ground floor planning stage, with many clients. This can get as basic as deciding to move serious thought was given to the way it was organised. Rising costs have forced the new breed of financially-orientated professional managers to take a closer look at these departments, and the conclusion many have reached is that they can no longer afford to run the business in-house.

Limited

Other companies that use contract hire, of course, may have more limited objectives. For example, in London one of the greatest difficulties facing businesses occupying central area property—publishers are a good example—is garage space. Even those that have room are tending to get rid of garage space because they can use it more productively for other purposes as property becomes more expensive. Hence the objective of going to contract hire in these cases is to find assured garaging space off-centre.

Some large distribution companies, on the other hand, have hired off just a part of their activities to contract hire. There are several reasons for doing this—the business may, for instance, be only a small, marginal part of the company's activities, deflecting attention from the main operations and therefore best left to someone else; or it may be in a locality where the volume of business would not justify heavy investment in a wholly-owned operation.

Although road haulage has been through a very depressed spell this year, with demand

down overall, there is no doubt that inflationary and legislative pressures are still building up in the industry. The next two years will be a key period from the point of view of reorganisation in the EEC, starting on January 1, when the tachograph regulations came into force as far as the Community is concerned, and running on through the argument over vehicle weights, lighting, braking, safety, pollution and so on. Decisions in all these areas mean that the industry will have to respond with greater professionalism to the increasing regulatory demands.

Inflationary pressures within the industry were held in check over the first nine months, when costs were calculated to have risen by only about 10 per cent. Over the year, they will still be down from the level reached in 1973 and 1974, but the last three months have seen costs leap forward again as the price of diesel fuel went up again by 51p a gallon, and many drivers were awarded the full £6 pay increase under the Government's present policy.

Inevitably, this will force operators to look once again at any possibility of saving and thus contract hire, just as many companies have been reducing salesmen's fleets and going over to hire cars. While most of the haulage industry is looking forward to 1976 with no great hope of improvement, contract hire companies are at least confident of holding their own.

Terry Dodsworth



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VEHICLE FLEET MANAGEMENT IV

Drivers' hours dilemma

FLEET OPERATORS have had enough to wrestle with in the present economic situation without the additional uncertainties over whether, and when, they would have to conform to the EEC regulations on drivers' hours and tachographs. As far back as the negotiations over the Treaty of Accession 1971-72, it was agreed that Britain and the two other new Community members would adopt the standard EEC hours from the beginning of 1976 and make EEC-type tachographs a compulsory fitting in stages between January 1976 and December 1977, both rules applying in the main to vehicles of more than 3½ metric tonnes laden weight.

Unfortunately it was not foreseen when this timetable was drawn up that Britain would choose to hold a referendum on EEC membership last summer. Because of the referendum, it was simply not possible for fleet operators, the Government—and, for that matter, the tachograph manufacturers and installers—to make really hard and fast plans until the outcome of the referendum was known.

Even when the referendum was out of the way, too little time was left for the industry and Whitehall to make an orderly attempt to meet this month's EEC deadline even if the situation had not been complicated by other factors—which of course it was.

For a start, conforming to the two EEC rules would inevitably have meant some addition to fleet operators' costs, a prospect which could hardly be regarded as acceptable at the present time. According to Dr. John Gilbert, the Transport Minister, the change in driver's hours alone would have added an extra £100m. a year to industry's costs. Then there is the attitude of the Transport and General Workers Union. This remains one of seemingly implacable hostility even to the "principle" of tachograph use. Even if the TGWU had been wholeheartedly in favour, there remained the barrier posed by the £6 ceiling on pay increases which effectively precluded any real scope for bargaining over changes in drivers' pay so as to accommodate the changes in operating practices

which both EEC rules would involve.

Also relevant was the fact that the present EEC rules on drivers' hours have aroused considerable dissatisfaction among the Six, so much so that an official EEC working party is now considering what changes should be made. Since the present U.K. drivers' hours rules differ from both the existing EEC regulation and any possible modified set of rules the working party is likely to suggest, Britain could genuinely argue that it hardly seemed sensible to force its industry to make two separate changes in its working practices in, probably, as many years. Deference of the obligation to observe the EEC rule (which was adopted by the Six in 1969 and which came into force in 1970) seemed unavoidable.

Sympathetic

Despite the sympathetic understanding shown by most of Britain's EEC partners over these complications, dispensation was not easily secured. The EEC Transport Ministers' meeting last month ended in disagreement, principally because of French opposition (with some Italian support). As a result, Britain had to resort to the procedure available under Article 135 of the Accession Treaty to get the Community's official blessing for a postponement of this particular obligation. Nevertheless, fleet operators can now breathe at least one sigh of relief for the chances are that this particular issue will not recur for probably another two years by which time, one hopes, the present combination of rapid cost inflation and depressed market conditions will be a distant memory.

In the meantime, much will depend upon the progress made by the working party which is considering possible revisions to the EEC hours rules. There is wide support within the Community for relaxation, and perhaps even the total abolition, of the rule requiring a second driver on journeys of more than 450 kms (280 miles) and also for some change in the eight-hour driving day regulation. It is also possible that exemption may be granted for vehicles engaged on limited radius operations, that the threshold may be raised from 3½ metric tonnes gross to perhaps 7½ metric tonnes gross, and that member governments may be allowed to exempt certain categories of domestic operations subject to consultation with the Commission.

Lurking in the background, too, is the question of the Commission's draft second regulation on working practices in road freight transport. Although the Commission says that this should remain in abeyance until the first regulation has been satisfactorily bedded down and enforced, the second regulation could well be caught up in the bargaining over changes in the first. If this should happen, the consequences could be distinctly disagreeable for, as it currently stands, the second regulation would outlaw bonus or incentive schemes for drivers. This would mean that operators would have to accept a cut in driving time without being able to negotiate higher productivity to help offset the extra costs.

Changes in the rules about drivers' hours could also have repercussions on the provisions relating to tachographs. For example, if the 450 kms rule is abolished then operators may not need to use tachographs capable of recording the hours of two drivers on the same vehicle. Furthermore, any changes in the present 3½ metric tonnes threshold for drivers' hours would presumably be carried through into the tachograph rule.

As it is, the tachograph question looks intractable enough. Dr. Gilbert has made it clear that he would like to see the voluntary adoption of these instruments and, for this purpose, the installation and calibration centres which the two principal suppliers—Lucas Kienzle and Smiths Industries—with Veeder-Root joining in, have been getting up will shortly be getting official DoE approval. Since all vehicle manufacturers have been fitting tachographs as standard equipment for some time now and since the EEC regulation merely requires all newly registered vehicles, plus those used to haul dangerous goods, to have tachographs installed and used as from the beginning of this month, the issue is not acute just yet. But by the end of 1977, according to present arrangements, all vehicles both new and existing, will have to be fitted.

Breach

It is, of course, conceivable that this date might be put back, particularly if the revised drivers' hours regulation does not come into effect by that date. But the chances of Britain being allowed to remain in breach of EEC rules for that long cannot be said to be good. Moreover, since well over half a million vehicles would need to have tachographs fitted by then, it would be desirable to arrange for a phased programme of installation—as the Dutch have done. Clearly, the Government is hoping to avoid a major confrontation with the TGWU, with all the wider economic and industrial repercussions that this could involve. But it does not have much time in which to try to appease both the union and our partners in Brussels.

Colin Jones



The new Ford Transcontinental extra heavy truck which has been designed to meet current projected truck legislation across Europe.

Permit quotas under attack

THE INTERNATIONAL haulage industry will be watching British, Dutch, German, Belgian and French hauliers, there are well over 1,000 companies involved in the market and yet those operating more than 200 vehicles can be counted on the fingers of one hand.

With a drop in total manufacturing output of approximately 7 per cent in Western Europe in 1975, it is hardly surprising that there is an abundance of capacity, many bankruptcies or low profits, and a general movement in the industry from Western Europe to the oil-rich states. Indeed, given the problems posed by the recession in the domestic market it is only natural for U.K. operators to turn their eyes overseas and particularly towards the expanding trade with the Middle East. Though there have been well-publicised achievements by small operators travelling the vast mileage required for the overland route, this is a venture requiring considerable advance planning and expertise to overcome problems such as extremes of temperature, road hazards, and frontier checks.

One factor common to nearly all the journeys into Europe—whether a short trip to Paris or a long haul through to Jeddah—is the need for a permit. The EEC quota, though an insignificant proportion when compared with permits negotiated on a bilateral basis between countries, has attracted a great deal of attention. Britain's main complaint about the issue is the Commission of permits which allow cross frontier operations within the Community is her meagre allocation compared with the size of the U.K. haulage industry—around 600,000 vehicles.

Thus, in 1975, the U.K. received only 272 permits compared with 437 for West Germany, 400 for France, 382 for Holland and 319 for Italy. The failure of the Council of Transport Ministers to reach agreement in Brussels last month on the level of quotas for this year means they will remain unchanged.

Doubled A proposal from the Commission that the total allocation should be doubled from 2,285 to 4,726 in 1976, though acceptable to eight of the partners, was vetoed by the German Minister. He recommended that the quotas should be confined to a 30 per cent increase but this in turn failed to gather sufficient agreement to make it workable.

Nor will there be any increase this year in the allocation of another system of permits—those issued to allow access to the 18 member states of the Community. The major manufacturers have also found it necessary to take a growing interest in leasing and contract hire in recent years as the companies to which they sell fleets have found themselves in financial difficulties. Ford, Vauxhall and Chrysler—all significantly having American parents with a great deal of leasing knowledge—have been expanding this side of their business in recent years either through link-ups with finance houses or through credit subsidiaries. Demand for car fleets is becoming more sophisticated and more and more customers are demanding a complete package.

Of necessity, vehicle fleet managers have had to take a much closer and more critical look at their policies over the past couple of years. As a result, rental, contract hire and leasing are all likely to continue to grow in popularity.

Peter Foster

Rental systems grow in popularity

ALTHOUGH THE volume of transportation and distribution activity has inevitably slowed down—or indeed gone into reverse—over the last couple of years, vehicle rental, leasing and contract hire have emerged, if not unscathed, at least somewhat healthier than other parts in the transport industry. A combination of rapid inflation in the price of new vehicles, and in maintenance costs against a background of severe company cash-flow shortages has resulted in a thoroughgoing rethink in purchasing and hiring policies. In addition, there is a widespread feeling that whatever the short term economic difficulties, rental, contract hire and leasing arrangements, usually falling

are all on a long term growth trend. If the experience on the other side of the Atlantic is any indicator, then hire facilities are still under-utilised in the U.K. For example, it is estimated that only 4 per cent of the U.K. population use car hire, against 7 per cent in the U.S., while leasing is another area which has only taken off in the U.K. over the last few years.

Rental is essentially a short-term operation for periods of anything between a day and six months. Indeed, some companies, for example Ryder, even offer hourly rates on everything from 15 cwt vans to 32-ton tractor units. Both contract hire and leasing are longer term arrangements, usually falling

into the one to three year range. Easily accessible rental facilities are of great benefit to the haulier or distributor because they enable him to maintain a smaller "base-load" fleet, "renting in" vehicles when there are seasonal or unexpected peaks in demand.

Both contract hire and leasing are alternatives to outright purchase. Originally, the major difference between the two was that leasing tended to be a purely financial arrangement, with no maintenance or replacement clauses in the contract. However, with the growth of the "maintenance" lease, the difference between leasing and contract hire has become less significant.

Restrictive

Apart from financial causes, leasing and contract hire have grown in popularity in the U.K. in recent years because of restrictive legislation. New laws such as the introduction of goods vehicle platooning, the tightening up of testing and new operators' licence provisions have all increased the attractions of "hiving off" vehicle fleet management entirely.

Licensing, insurance and other burdens of ownership have created a large number of problems for hauliers and distributors in recent years, and in the process, placed a premium on the services of the specialist vehicle rental, contract hire and leasing companies.

Among the leading companies in the field, the experience of the U.S.-based Hertz, which has been forced to prune its operation sharply, shedding 30 depots and 200 staff, has proved to be the exception rather than the rule over the last couple of years, although no company's profits have gone entirely unscathed.

Despite the prominence of companies with U.S. parents in the rented and leasing field, such as Hertz, Avis and Ryder, the biggest company in the U.K. market remains Godfrey Davis, which has been in the car rental business in the U.K. since 1922. British Road Services is also playing an increasingly large role. Godfrey Davis's combined car, van and truck rental fleets exceeded 14,000 vehicles in the summer of 1975, with the daily car rental fleet approaching 8,000 vehicles. Godfrey Davis has 220 locations throughout the U.K. and Northern Ireland and is also the official Fly/Drive contractor for British Airways. In contrast to Hertz and Avis,

which tend to concentrate on international business at airports, Godfrey Davis has an arrangement with British Rail with 70 Rail Drive points at BR main line stations.

Although the American-owned Avis has barely a third the sites of Godfrey Davis, its car vehicle fleet is not far behind and it holds the number two position in the U.K. market, having now overtaken the contracted Hertz but finding that it still has to "try harder" to catch up with Godfrey Davis.

According to recent market surveys the British car hire fleet is reckoned to total around 50,000 cars. Around 2m. people rent cars annually but only 500,000 or so of these are regular users, taking out a car more than seven times a year. Of the "regular users," 90 per cent are businessmen, so the business end of the market is extremely important. Nevertheless, during the summer months holiday-makers and tourists are of prime importance but it is the businessman who provides the basic bread and butter business.

As already noted, certain companies tend to concentrate on particular market sectors, with Hertz and Avis doing a lot of airport business and Godfrey Davis having a powerful hold on rail termini. Budget Rent-a-Car tends to concentrate on domestic U.K. business and reckons that the inability of many companies to maintain full fleets because of their cash flow problems has tended to make business hire even more attractive as a short term "stop gap."

Contract

The major manufacturers have also found it necessary to take a growing interest in leasing and contract hire in recent years as the companies to which they sell fleets have found themselves in financial difficulties. Ford, Vauxhall and Chrysler—all significantly having American parents with a great deal of leasing knowledge—have been expanding this side of their business in recent years either through link-ups with finance houses or through credit subsidiaries. Demand for car fleets is becoming more sophisticated and more and more customers are demanding a complete package.

Of necessity, vehicle fleet managers have had to take a much closer and more critical look at their policies over the past couple of years. As a result, rental, contract hire and leasing are all likely to continue to grow in popularity.

Peter Foster

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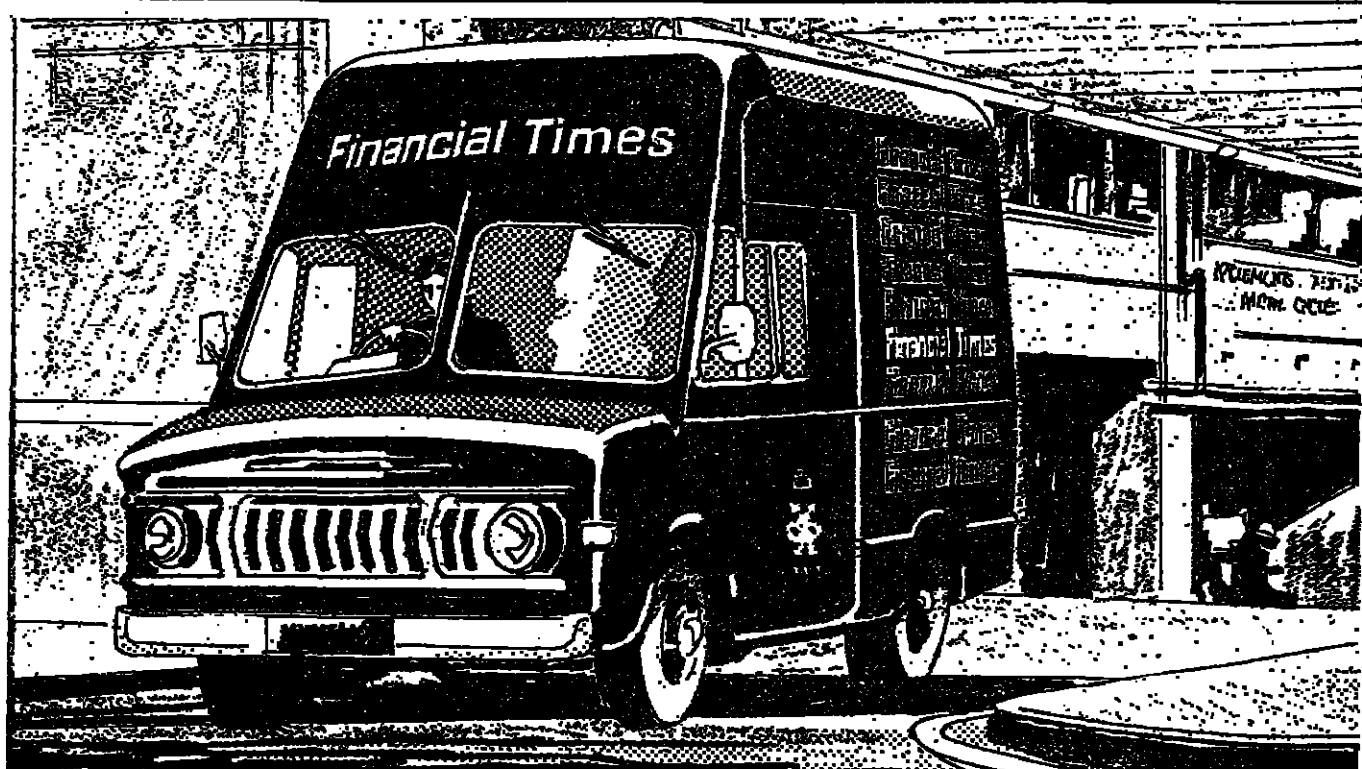
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VEHICLE FLEET MANAGEMENT V

New designs for new conditions

BRING THE large-scale switch freight from the railways to the roads over the last 20 years, the design has changed in many main areas. First, trucks got steadily larger; secondly, they have become more heavily laden; and thirdly, they have become more heavily laden.

The breakthrough in truck design in Britain came in 1964, when the Government increased the maximum weight allowed on roads from 24 tons to 32 tons. This allowed the development of the large articulated vehicles, the juggernauts—powered by engines of up to 300 bhp, which have since become a common sight on the roads. With the development of the motorways

Recent

It is easy to forget that this pattern of transport is a recent development. Only 25 years ago, there were less than a million commercial vehicles on the road (and only 24m. cars) and virtually none carried big loads or went long distances. By 1962 the number of commercial vehicles operating in Britain had grown to 1.4m. (the first bit of the M1 having opened in 1959) and the share of freight carried

on the roads increased from 45 per cent. to 67 per cent. By 1972, the roads were carrying 76 per cent. of all freight per ton mile, but, significantly, the number of commercial vehicles had increased by only 200,000 between 1962 and 1972; since then numbers have been virtually static.

The point about this marginal increase in lorry population is that it could only have been achieved by increasing the size and weight of the vehicles in use. Although, of course, there are distinct environmental disadvantages to large vehicles as such—they are not well adapted to smaller roads and so on—there are also some gains: numbers have been kept down, and although the carrying capacity of the vehicles has increased, the size

has not expanded in proportion. This is true even for the next breed of heavy trucks—the 38 tonners—which the industry would like to put into operation at top weight in Britain. There is no necessity for the size of the vehicles to be increased.

There is little doubt in the minds of most hauliers and truck manufacturers that Britain will eventually follow most of its European partners to a higher vehicle weight. But at present, the recession has focused attention on the medium weight trucks in the 12 to 18 ton categories. Sales of these vehicles have held up at a competitive price. Both of these heavier vehicles have sold well, challenging some of the craft engineering concepts behind the traditional European vehicle.

used more in the shorter-haul distribution business which has not suffered such a severe recession as the long haul industry.

Smaller

In this range of vehicles and the slightly smaller trucks one of the most interesting design developments has been in the introduction of the Ford A and D Series vehicles. Both of these have seen Ford moving up in weight from the Transit, in which it formulated its basic concept of a functional vehicle at a competitive price. Both of these heavier vehicles have sold well, challenging some of the craft engineering concepts behind the traditional European vehicle.

At the same time the so-called

Club Four truck, which has brought together four different European manufacturers (Saurer, Magirus, Volvo and DAF) has shown the need for spreading development costs, and achieving manufacturing economies through longer production runs—a well-tried concept in the car and bus manufacturing. Ford is now applying this principle to its new 32-38 ton Transcontinental truck, which is assembled in Amsterdam from parts shipped in from the U.K. and France.

The launch of the Transcontinental this year was only one of a number of new arrivals in the heavy truck market. These new vehicles—from Fiat, Seddon Atkinson and Bedford—have added to the problem of over-supply in the industry which arose about a year ago as the European economy went into recession. But the manufacturers are confident of the long term prospects of this market, and even now the main points of controversy in vehicle design are concentrated on this category of trucks.

The overriding question concerns the gross vehicle weight restrictions. Currently the EEC is trying to work towards some harmonisation between the different Community countries, a task complicated by the fact that there are different regulations on axle loadings as well as on overall weight. The general view is that maximum weight limits will go up to 38 tons, but meanwhile manufacturers have to decide what kind of strength they should build into their vehicles.

Colin Jones

Vehicle design, however, will probably have to meet new requirements over the next few years in the following areas:

1. Brakes. There are already suggestions that legislators are looking at the question of anti-locking devices on drive axles. 2. Noise. Further attempts to make heavy vehicles quieter both for the public and the driver are expected, although some designers argue that much of the present noise level comes from tyres and hence is very difficult to eradicate. 3. Lighting and visibility. New standards for lighting intensity are on the cards, and there will be further definition of the view from the cab and through the mirrors. 4. Steering. Regulation is expected to concentrate on the effort and time needed to turn a steering wheel, and on improving safety for power-assisted steering.

Engines

To some degree these added regulations create problems for the other important current consideration of saving fuel. Engine technology is improving all the time—Perkins, for example, has been able to achieve a 2 to 3 per cent improvement in the efficiency of some of its engines by redesigning the cooling system—and diesel engines are regarded as inherently quite efficient. But to meet some regulations more weight is required in the vehicle, and this inevitably adds to running costs. Hence the industry tends to be balanced between the twin considerations of cost saving and meeting new regulations.

Terry Dodsworth

The transport manager

IS NOW six years since the present system of "O" or operators' licensing was substituted for the old system of "A," "B" and "C" licences. Since 1970 there has been no legal distinction between commercial carriers who make their living by carrying other companies' goods and private carriers who carry their own goods on their own lorries. For the first time since the early 1930s, when account carriers—those who act as professional hauliers to other companies—have been as much as professional hauliers to other companies, should they so choose, a third party traffic.

As far as one can tell from evidence available, relatively few have done so even today's depressed market conditions. Presumably few own-account operators have considered it worthwhile to try to set the cost of their own fleets this way. In barely two years, however, the opportunity to do so without specific authorisation will cease to exist if the EEC directive, which was agreed by ministerial representatives of the nine member states just over a year ago, is implemented in the manner at the EEC Commission originally envisaged, that most member countries are likely to adopt, and that the two principal U.K. trade associations, representing respectively the professional road haulier and the own-account carrier, are signing on the U.K. authorities.

Minimum

The EEC directive in question is the one which lays down certain minimum standards for entry into the profession of road haulage. According to the directive, all road hauliers operating vehicles of more than 31 metric tonnes payload or 6 tonnes gross weight (subject to certain exceptions) need to possess, on January 1, 1978, a "transport manager's licence" in addition to their U.K. "O" licence.

To qualify for this new licence, the TML—the companies' individuals concerned will have to demonstrate that they are of good repute, that they are of appropriate financial standing, and that they can satisfy certain conditions as to their professional competence. As the directive contains two requirements—competence and financial standing—presumably be covered by existing requirements for a road safety licence, the TML will

basically call for new entrants to show practical experience or success in an examination.

The objective underlying this directive is to establish a form of qualitative control over entry into the road haulage industry as a substitute for the quantity controls which most other EEC countries currently impose on their hauliers. This in turn forms an essential part of the arrangements which the EEC Commission is now endeavouring to establish as the framework for the operations of road haulage throughout the Community and, indeed, for the freight transport market as a whole.

This is a point worth remembering amid the controversies which aspects of the EEC directive—or, more particularly, the U.K. Government's initial thoughts on how best to implement it—are now arousing. For the Commission is aiming to base its programme for the harmonisation of national road haulage legislation on a wide measure of liberalisation of the freight transport market.

Provided carriers of all modes bear their full share of the costs of the infrastructure they use (including the so-called external or social costs) and provided they maintain certain minimum standards of quality of service, the Commission is saying that all carriers should be free to compete, at first for cross-frontier traffic and perhaps eventually for all traffic, subject only to intervention by national authorities in the event of a "serious disturbance" to the market such as at times of recession. For Britain's road carriers, operating the Community's largest vehicle fleet, this policy has obvious longer term attractions.

An EEC directive is not the same as a regulation, however. Whereas a regulation is directly applicable throughout the whole of the Community, directive merely sets out the objectives which are to be achieved and leaves it to the individual national government to decide how best to achieve them. In Britain's case, the Government is envisaging implementing the directive by invoking the TML provisions in the 1968 Transport Act, and this is where the trouble begins.

From the point of view of fleet operators, this idea has two disadvantages. In the first place, the TML provisions in the 1968 Act were designed with road safety objectives in mind and so were drawn up

in a way that befitted this aim. Secondly, the 1968 TML scheme was designed to apply not only to hauliers but also to own-account operators.

As to whether the U.K. should apply the directive to all road carriers or only to hauliers, the Road Haulage Association and the Freight Transport Association are at one. They are both saying that only hauliers, or, rather, those "O" licence operators who wish to engage in haulage, should have to possess a TML. The RHA doubtless sees this as a way of re-establishing a barrier against optional competition from own-account operators, while the FTA is anxious to save own-account operators from the trouble and expense of taking out TMLs and, in the case of new operators or transport managers after 1978, of having to pass an examination which basically will have been devised for those who intend to make a living out of playing for hire.

Exempt

The FTA goes on to suggest, however, that "grant rights" should be given to all existing carriers, own account as well as haulier. This is because the EEC directive provides, subject to certain transitional exceptions, that all operators in business prior to January 1, 1978, should be exempt from the need to prove professional competence. While it is quite reasonable to argue that existing carriers should not be denied their present legal rights to engage in hire simply because of the new EEC rule, it must also be acknowledged that enforcement could become much more difficult if the distinction between those who require a TML and those who do not is less than clear-cut. Likewise, the RHA's argument that the TML should help to eliminate the rogue operator and appease the environmental lobby becomes somewhat less persuasive if professional hauliers, who operate a minority of the commercial vehicles on the roads, are the only operators which are subject to the TML provisions.

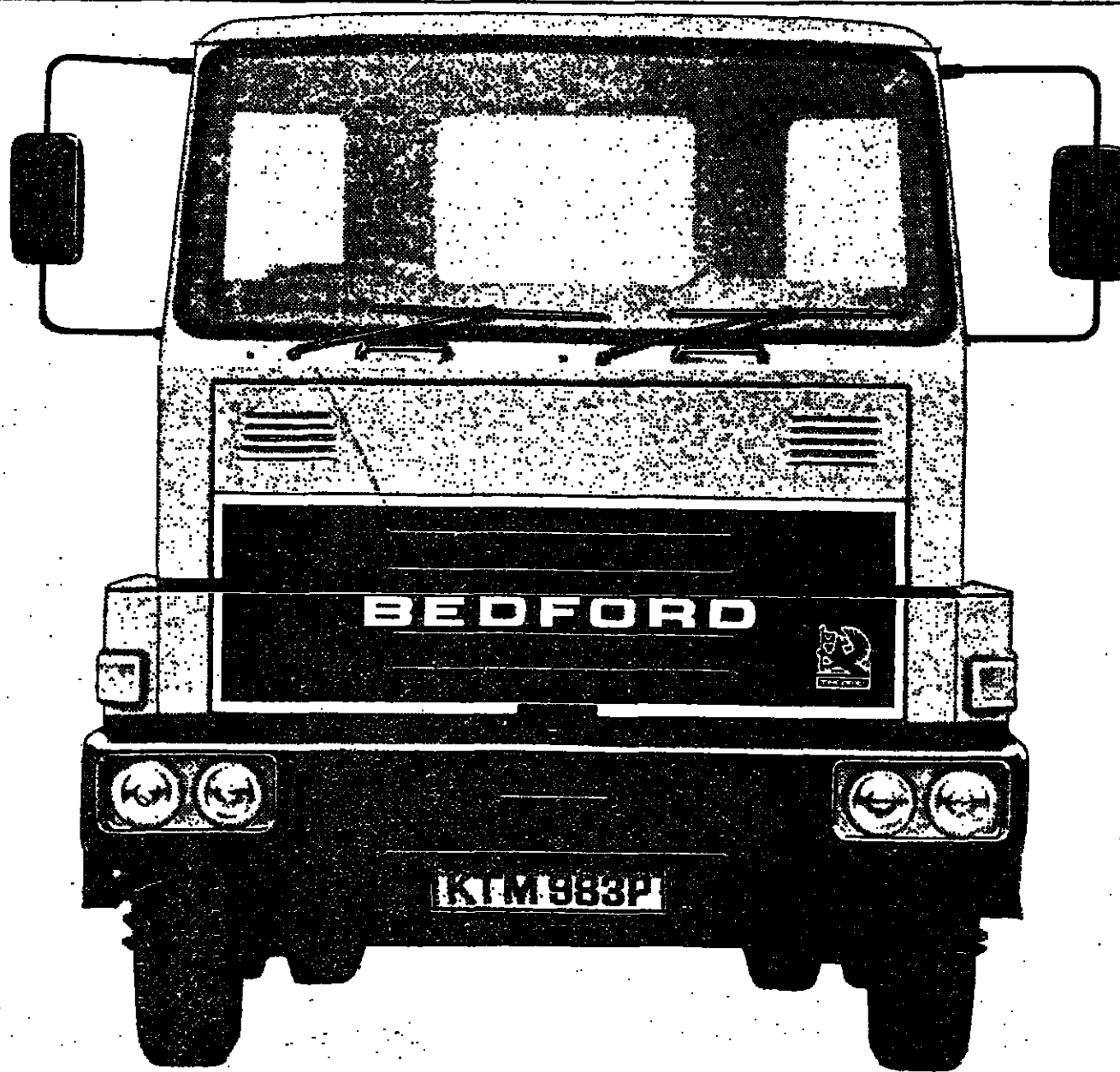
This, however, is only one aspect. The other is that the Road safety intentions of S. 65 of the 1968 Act are wholly inapposite for the quite different purposes of the EEC directive. The threshold for TMLs envisaged in 1968, for example, was in all operators of vehicles of more than 31 tons gross weight which

embrace many small own account operators. It was also envisaged that TMLs would be required on the basis of one per operating centre whereas the EEC directive merely stipulates one per undertaking, which in an U.K. context would call for half as many TMLs, possibly less than half. Other problems also arise, such as the sanctions to be imposed on TML holders and in what circumstances, and the period of grace allowed when an operator's TML holder

leaves, retires or dies.

True, there is nothing in the EEC system to prevent a member Government from imposing stiffer rules on its own nationals than EEC directives require. But that is quite a different matter from invoking a legislative provision which originally was conceived for quite different purposes and which has now lain dormant on the Statute Book for seven years.

Colin Jones



The £25 million truck.

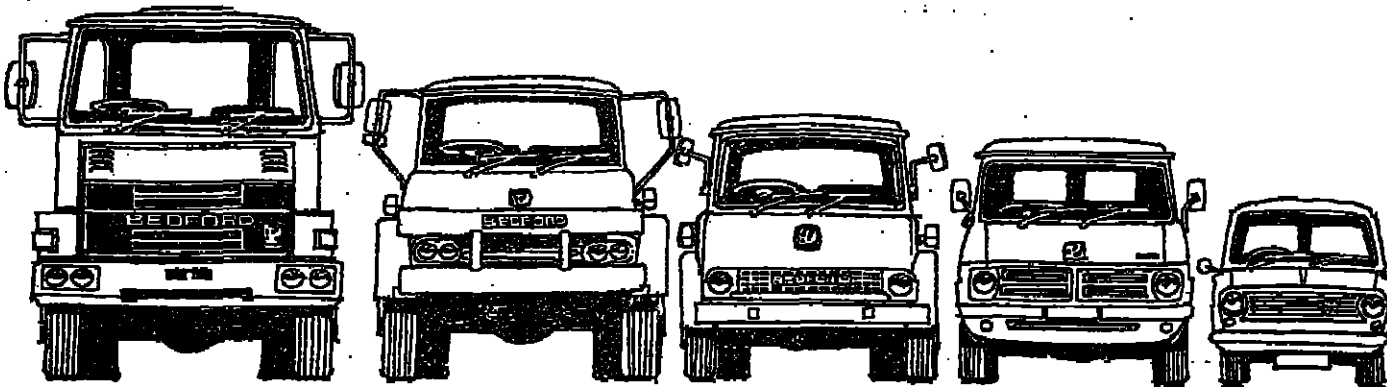
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Permit quotas

CONTINUED FROM PREVIOUS PAGE

and the conditions are much cross-Channel ferry, and driving orse than on the Middle East through France to Marseilles to auto, there is considerable connect with another roll-on/roll-off vessel for the journey. The hazards of such a across the Mediterranean to journey include negotiating Beirut. From there it is only a short hop by ferry through the Suez Canal to Saudi Arabia.

The Port of Marseilles has reported an increasing number of British lorries using sea services through to the Middle East, and ro/ro facilities across the Mediterranean are mushrooming. One company pressing to the limit any advantages sea travel may have over land is Seaspeed Ferries, which has launched a Felixstowe to Jeddah service to give direct access to Saudi Arabia. Earlier last year the company opened a service from Felixstowe, Rotterdam and Antwerp to Beirut, Tartous and Mersin. Transshipment by road is offered to "virtually any destination in the Middle East."

Reflecting the move towards overland routes with sea journeys. The permit problems larger ro/ro vessels capable of counteracting in central Europe, handling heavier freight and in be overcome by using a operating over greater dis-

tances. Seaspeed has three ships under construction in Norway, each able to handle unit loads of 350 tons. This trend can be expected to continue in the immediate future and will provide competition for the overland routes.

On the short haul journeys to the European Continent, road operators can look to continued growth as economic recovery gathers pace. Cross-Channel trade with the Common Market countries has been the fastest growing sector of U.K. non-fuel traffic, rising from 14.5m. tonnes in 1965 (16 per cent. of the total) to 27m. tonnes in 1973 (24 per cent. of the total). This is a trend which U.K. membership of the Community can only accelerate.

The road haulage industry may be currently grappling with the familiar problems imposed by the trade cycle, but prospects for the future remain good.

Arthur Smith

VEHICLE FLEET MANAGEMENT VI

Buses hit by fares turmoil

BUS OPERATORS are suffering from a U-turn in Government policy. Nineteen-seventy-four was an election year and it suited the Government to encourage the National Bus Company, with its more than 50 subsidiaries, and Labour-controlled local authorities committed to the principle of public transport, to hold down fares.

But last year brought a sharp about-turn as the Government struggled to keep expenditure under control. Exchequer funds made available to support revenue on bus undertakings in the financial year beginning this April have been cut back and their distribution changed, with London Transport and the metropolitan counties taking a smaller share and the shire counties getting a larger proportion of the reduced total.

Mr. Anthony Crosland, the Environment Secretary, has not minced words in spelling out the implications of the move: "This reduction will require fare increases to be made earlier or larger (or both) than previously planned," he told local authorities.

While such sentiments are fine in theory, they have caught the bus industry at a time when price restraint in the face of inflation running at up to 30 per cent. had seriously

depleted funds. The National Bus Company, for example, sounded the alarm bells at the beginning of last year by appealing to the Government for a cash injection of £20m. to overcome its immediate financial crisis. A 35 per cent. fare increase was sought at the same time and another rise of between 15 and 25 per cent. was pushed through during the autumn.

Boosting fares by this amount and in quick succession in order to remove deficits rapidly is bound to create passenger resistance and the industry as a whole has expressed concern at the implications of such a policy.

Profitable

Mr. Tony Harrison, director-general of Greater Manchester Transport, argues that the Government drive to make passenger transport more profitable has been too precipitate. "The correct marketing policy is to go for moderate fare increases at frequent intervals."

He points out that by pursuing a policy of gradual price rises in recent years, Manchester has been able to halt the drift away from public transport. But two fares increases in February and August last year which raised the

average fare by more than 60 per cent. had caused a drop in passenger mileage of more than 16 per cent.

The Labour-controlled Greater London Council, which is responsible for London Transport, has issued a protest at the Government's policy. The transport supplementary grant allowed to London for the next financial year is £36m. (at 1975-77 prices) compared with £33m. this year—a cut in real terms of about a half.

The Labour Party, which took control of the GLC in April, 1973, pledged to a policy of pegging fares, was able to hold out until March last year, but a 26 per cent. rise followed in November and another 25 per cent. increase is scheduled for the middle of this year.

A considerable drop in passenger mileage is anticipated in the wake of these increases and it has only been possible to hold the rises back to these levels by pruning the LT budget to the absolute limit. Indeed, if inflation takes longer to bring under control than the Government officially plans—which seems almost inevitable—the GLC will be confronted with the choice of either cutting services or seeking additional revenue.

Common to nearly all bus operators is the problem of re-

straining costs at a time when the numbers of passengers carried is dropping as a result of higher fares. On most undertakings routes are continuously being re-examined in the search for economies. Not only have many rural areas lost their bus services but even peak hour services in the towns are coming into question.

However, operators do take some consolation from the fact that the £5 wage limit has slowed down the rise in costs, for on most undertakings labour usually accounts for around 70 per cent. of total current expenditure.

The trade unions are certainly aware of the threat which hangs over the industry and the Transport and General Workers' Union has been campaigning for higher subsidies for public transport. Mr. Larry Smith, the national bus officer, suggested that some 10,000 jobs in municipal undertakings could be put at risk as the result of an agreed £8 a week wage increase plus other higher costs.

One of the problems which besets the bus industry at a time of economic boom is labour shortages, but, while this difficulty has receded in the current climate, schedules have nevertheless been disrupted by another factor—a shortage of



London Transport buses in Trafalgar Square.

new vehicles and spare parts.

With a delivery delay of nine months for new vehicles from British Leyland, and up to 15 months for spare parts, London Transport has to resort to hiring coaches from other operators and to putting back into service 1,800 old buses considered to have reached the end of their economic life.

The reasons for the delays go back to the three-day week which created a backlog of orders and to industrial action

by suppliers to British Leyland. Other delays are more general—a worldwide shortage of pistons, for example.

Looking to the longer term, Leyland is anxious to meet the requirements of the bus operators and the first prototype of a new double-deck bus has gone into service with London Transport. Code-named the B15, the bus should go into production at the end of 1977 following extensive tests. Senior executives and engineers from

bus undertakings throughout the country have been consulted on the design for the new vehicle.

Mr. Ralph Bennett, deputy chairman and chief executive of London Transport, has pointed out that 2,500 modifications had to be made to buses currently used in the Capital and it was hoped that such alterations could be made before the B15 production models went into service. Leyland is investing around £13m. in the new bus.

The search for more efficient operations by the bus undertakings is leading to more radical schemes. Local authorities, suffering from a curb on their spending, are increasingly turning to public transport and giving priority to building new roads.

The most interesting experiment underway at the moment is at Nottingham where for certain hours of the day private motorists are subject to delays so that the buses can have priority. Motorists are encouraged to park at the edge of the city and make use of public transport.

Many more towns are introducing bus lanes which not only speed up journey times but bring the added benefit to the operator that he gets better utilisation of his vehicles. Another idea which is gaining popularity is the dial-a-bus system, which gives the bus something of the flexibility of a taxi service.

An unusual experiment to see whether bus services can be made viable in fairly remote areas is being undertaken in East Anglia. Norfolk County Council has made a contribution to the cost of a mini-bus, serviced by the National Bus Company, and the inhabitants of a group of villages are operating a rota to drive the vehicle themselves.

Despite the current problems which confront the bus industry, it is clear that the operators are not afraid of change and that every effort will be made to retain a strong public transport system.

Colin Jones

Arthur Smith

Environmental issues

IT IS now more than a decade since the Buchanan report compared our urban road system with a pre-Victorian hospital in which, because of the lack of nature and volume of road movement, traffic was obliged to work its way through ward after ward in order to reach its destination. What was needed, the Buchanan committee pointed out, was a network of "strategy routes" to facilitate movement to all parts of the hospital and to relieve the wards, which ought to be treated as "environmental areas" of through traffic.

Buchanan did not say so but the same point could have been made about much of our inter-city road system in the early 1960's. At that stage of the roads programme, too much through traffic was still obliged to force its way through the towns and villages that lay athwart the major arterial routes. There were too few motorways, dual carriageways, and local by-passes to take through traffic around these intermediate points.

The concept which Buchanan illustrated with this simple analogy was obviously a sound one. Indeed, the committee was merely pointing out that our network of urban (and inter-city) roads had been designed for another era. There was a long way to go before the system caught up with the changes that had taken place both in the nature and volume of road movement.

Difficulties

These difficulties did not deter the authorities both at national and local level from making a start. The inter-city roads programme was stepped up first by the Conservative Government in the early 1960s and then by the Labour Government in the middle 1960s. At the local level, the administrations of cities such as London, Glasgow, Leeds, Newcastle, Birmingham, Liverpool, and Bristol all embarked upon the planning and eventually the construction of major Buchanan-style corridor networks.

A reaction was perhaps to be expected. The scale of the plans was large—in the case of London and certain other cities hugely so. The disruption that was implicit in many of them was immense. In all too many cases, the new corridors were planned "on the cheap" in the sense that they were designed with an eye to what was best from a traffic engineering point of view rather than with regard for what was acceptable environmentally as well as in terms of overall resource use.

At the same time, road carriers were discovering the benefits of economies of scale in size of vehicles. This may have meant that the total number of commercial vehicles was hardly increasing at all, despite a substantial year by year increase in the total ton mileage of freight moved by road. But the numbers of really large lorries were growing all too visibly at a time when a modern road system had still to be created. As a result, ever since 1971 successive Governments have set their faces against a further modest increase in the permissive size and weight of lorries despite the urging of vehicle makers and users in Britain

and pressure from our partners in the European Community.

Perhaps inevitably the reaction eventually reached the point where it was thought that a Buchanan system of lorry routes and lorry-free environmental areas could be achieved without the expense and disruption of several decades of major road construction. The Dykes Act in 1973 was not conceived with this particular intention in mind, but other participants in the anti-lorry and improvement—and given for the realities of the role that road transport plays nowadays in the system of production and distribution. It would certainly be possible to abolish the lorry from large tracts of our urban areas but only by adding to traffic problems elsewhere or by going without the goods and services which those lorries brought. In the long run there can be no overall solution without a measure of road building and improvement—and given the extent of the latest cutbacks in road investment—the long run is likely to be very long indeed.

The pendulum has begun to swing back as local authorities up and down the country have started facing up to the practicalities of implementing the

Dykes Act. It is true that several have yet to heed either the realities of road freight transport or the advice of the Department of the Environment (who have been urging councils to play it cool) and are still toying with comprehensive lorry routing schemes and area bans, regardless both of the competitive requirements of their local industries and of the needs of drivers for intelligible routing signs and access to rest and refreshment points. But these examples are now tending to become the exceptions. More and more councils are now beginning to realise that very little real environmental improvement can be achieved within the limitations of the present road system.

Compromise

At the same time, road carriers have in turn recognised that finding the right compromise between what is economically acceptable and what is environmentally desirable is not only a matter of road building, traffic management, and parking control. Much of what is environmentally objectionable about road traffic can best be tackled at source—by a progressive improvement in

standards of noise, vibration, and exhaust emission. Much has already been done, nationally and within EEC. Likewise, safety standards have been much improved as a result of the increased legislative attention to standards of lorry construction, maintenance and operation. But more can eventually still be achieved.

Similarly, there is much to be said in favour of the EEC concept of an infrastructure-based system of road user taxation. It is of course true that road users as a whole pay-in taxation much more than the direct (or internal) costs of building and maintaining the road system. It is equally true that developing a satisfactory method of assessing and allocating to road users the full external and internal costs of the road infrastructure is likely to take some considerable time. But so long as these external costs are not quantified and related to road user taxes there will be room for argument about the extent to which the social costs of road transport are covered, especially as to whether particular categories of road users are paying their full share.

Security remains a major problem

ALTHOUGH THE methods of thefts from vehicles and the consequent size of losses varies from year to year, the same basic tenets of vehicle protection remain valid. These are based largely on continual vigilance and the willingness to take precautions where necessary.

The Road Haulage Association continues to be active in its long-term role as advisor to the industry and it believes that operators have been fairly successful in the past year in holding back the tide of thefts. However, concern has been expressed at the continued rise in thefts from inside vehicles and there is now some weight of opinion that the U.K. should follow the lead of the United States in setting up a Commission of Inquiry into the problem.

Although hi-jacking has decreased considerably in the past year, the RHA believes that the only way to eradicate it completely is by means of photographs or driving licences. The hope that the introduction of containers would solve the whole problem of thefts has also proved to be unfounded.

Pilfering

Admittedly a great deal of petty pilfering has been stopped, but the incidents in which whole containers are being taken away have increased steadily. It is regarded as far too easy for someone to borrow or steal a towing unit and merely take a container away

with a nod to the man on the gate.

According to the RHA, the efforts by cigarette and liquor manufacturers to cut down the spate of thefts over recent years have proved very successful, but the industries now suffering most are clothing and textiles. Building materials, which have rapidly increased in value, are also being stolen in alarming quantities.

Mr. George Burrows, the RHA's security officer, believes that the responsibility for this kind of theft falls squarely on the shoulders of middle management, whose attitude in many cases is regarded as deplorable. The tendency not to admit that theft is taking place, or writing goods off as misrouted, is known to be widespread. This is felt to be encouragement for those involved in the thefts.

The advice which the RHA and other security specialists offer can only be repeated in the hope that it will eventually become second nature for those involved in prevention of crime. The first point and perhaps the most important is that staff should be carefully vetted before being employed.

It is advisable to take up references over the previous five years and to be suspicious of unexplained gaps. When checking references by telephone be sure that they are in the Post Office directory, as one supplied by a dishonest applicant could be to his accomplice. Until a newly engaged driver has handed over his driving

licence, his P45, national health card and photograph, it is not advisable to allow him to take out a vehicle.

The RHA also believes it is helpful to have a trouble-free cash bonus which can be held wholly or in part as a fine on a driver who does not observe the security drill. An immobiliser or alarm should be fitted in an inaccessible position and the device should not make it necessary for the driver to carry out anything but the normal procedure to stop his vehicle.

All numbers should be removed from starter or ignition switches and security lock keys and the keys to each vehicle should be kept on a ring which is welded so that they cannot be separated. If a vehicle's keys are lost, switches and locks should be changed. It is much cheaper than losing a load, the RHA points out.

Valuable

Drivers of vehicles carrying valuable loads should be advised not to get out of their cabs if stopped. Even if a policeman requests them to do so they should offer to go to the nearest police station. Bolts on the inside of cab doors give added protection against hi-jackers. Furthermore, vehicles should not be left unattended for long periods, especially at night. At no time should keys be left in an unattended vehicle. A stationary vehicle, with its windscreen wipers or indicators operating, gives a clear signal

that it is for the taking.

Finally, drivers should be discouraged from using the same cafés at the same time each day, particularly when their vehicles are not parked in sight. They should also be asked to report any suspicious circumstances they see, such as the transfer of goods without apparent reason.

The use of protective devices is still strongly recommended, although the continued refusal of insurance companies to make premium concessions continues to be a contentious subject. When deciding on the protection needed, the RHA advises that certain considerations, such as the type of vehicle and its use, must be borne in mind. Generally speaking, security devices can be classified as physical, electrical or both.

The former can be applied to steering, gear change or brakes and some can be applied to fuel supply. Electrical systems operate on the ignition system and may be linked to an alarm. There are also more sophisticated alarms now on the market which react to metallic vibrations only, obviating false alarms often experienced with pendulum alarms.

But it must be remembered that with all security devices and equipment one is buying time and making the work of the thief more difficult. It is advisable to have a separate source of electrical supply, so that whatever device is fitted cannot be made inoperative.

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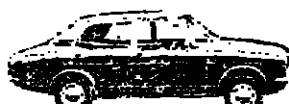
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Eleven new Marinas. With no increase in price.

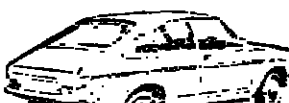
Although we've added a lot to Marina 2's specification, we haven't added to the price. The four new models have been introduced at price levels in proportion to the rest of the range, and unlike most of the competition, Marina prices include automatic seat belts as standard.



Marina 1.5 DL Coupé £1645-02



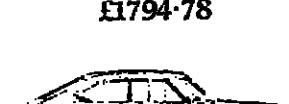
Marina 1.5 DL Saloon £1715-22



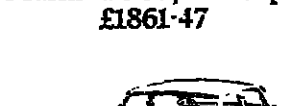
Marina 1.5 Super Coupé £1724-58



Marina 1.5 Super Saloon £1794-78



Marina 1.8 Super Coupé £1861-47



Marina 1.8 Super Saloon £1951-67



Marina 1.8 Special Coupé £2008-89



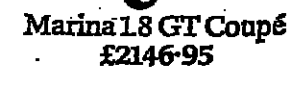
Marina 1.8 Special Saloon £2068-56



Marina 1.8 GT Coupé £2146-95



Marina 1.8 HL Saloon £2217-15



Marina 1.8 Super Estate £2149-29



Marina 1.8 Super Estate £2149-29



Marina 1.8 Super Estate £2149-29

Marina 1.8 Super Estate £2149-29

All above recommended retail prices include car tax, VAT and automatic seat belts. (Number plates and delivery extra.)

Eleven new Marina With increase in price

Although added a lot of Marina 2s, we've added to the range. The new models have introduced price levels, but not of the same quality as the Marina 2s. The new models are standard.

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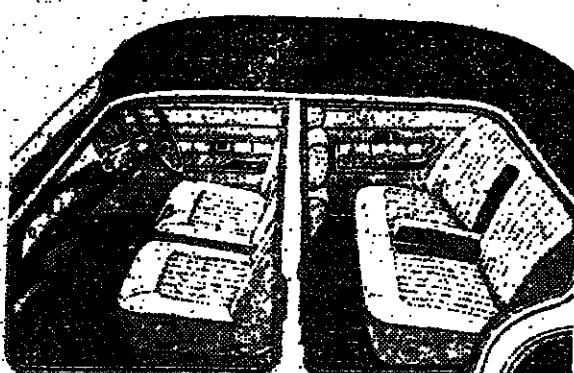
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Marina 2

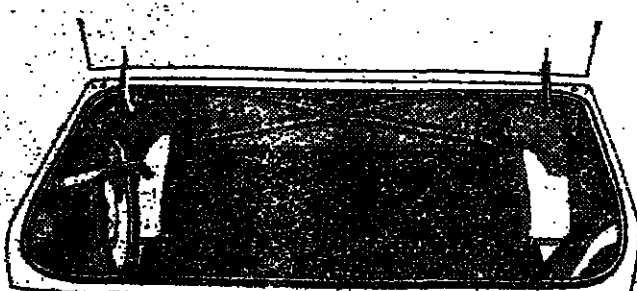
A lot has changed. The price hasn't.

Ever since the Marinas first arrived we've taken care to spell out just why they're such exceptional value for money. Now there's a whole new range of Marinas - five Coupés, five Saloons and an Estate, including four new models: two 1.8 Specials, a GT Coupé and HL Saloon. All of them come with even higher specifications. But with no increase in price. Take the four new models for example.

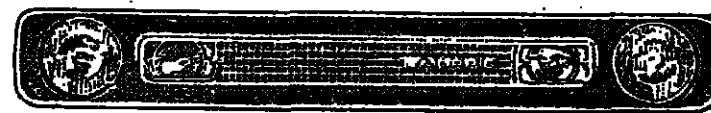
Like all the new Saloons and Coupés they have a new suspension with anti-roll bars front and rear; married to improved rack and pinion steering, it makes for firmer, more positive handling.



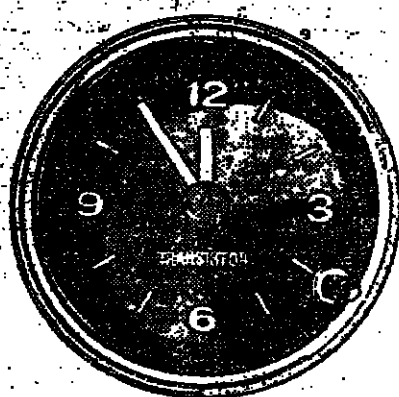
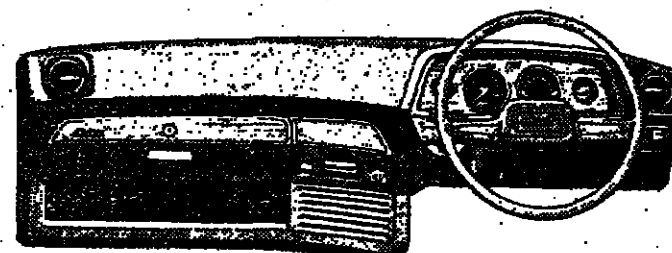
The four new Marinas look even more stylish. Outside, they carry a colour-matched vinyl roof. Inside, the seating is new and includes standard fitted front head restraints and a rear centre armrest.



They also come with a more comprehensive lighting system: twin halogen spotlights in the grille, hazard and reversing lights, a glovebox light and even one in the carpeted boot.

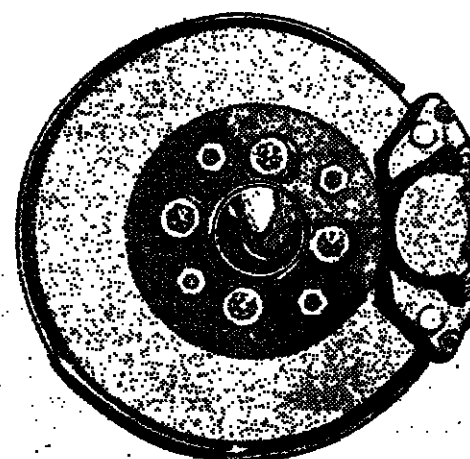


There's a colour-matched, redesigned fascia, with clear, easy-to-read instrumentation, a new steering-wheel and opening front quarter-lights. Added to the already high specification,



which includes electric washers, 2-speed wipers, a clock and cigar lighter, they make the new Marinas even more outstanding value than ever.

And to complement the improved suspension, all Marinas now carry front disc brakes, with servo-assistance on the 1.8 models.



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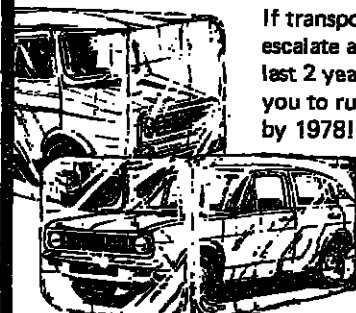
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Insurers keen for business

OWNERS of fleets of vehicles are in the fortunate position that there is keen competition in the insurance market for their business. The insurers for the bulk of the larger fleets are handled by brokers and, by "shopping around" a broker can usually find a cheaper market than remaining with the same insurers.

Very few fleet motor insurance portfolios are making underwriting profits. Many insurers are prepared to write this business so as to secure the cash flow, even in the knowledge that there will almost certainly be an underwriting loss at the end of the day.

Reputable insurers are concerned about this state of affairs, and the fact that so much business is on the move. They point out that it is very difficult to make an underwriting profit for the first year a fleet is on the books. Some sectors of the market are reluctant to quote for fleets which almost invariably are shown round the market each year.

Many brokers appreciate tougher line to keep down their insurance costs.

Among some fleets of specialised vehicles, some very high values can be encountered. Up to £20,000, or more, is no longer an unusual figure. Underwriters, however, make the point that the value must be reflected in the premium charged.

Tendency

Inevitably, there has been a tendency for fleet owners to accept larger deductibles in their insurances and, where appropriate, to "run" the risk of accidental damage themselves. This is sound practice. There is little point in fleet owners being insured for run-of-the-mill losses. After all, premium has to be paid for these losses, to say nothing of the additional administrative expenses involved. Where possible, it is better for a fleet owner to meet such losses, and to be insured for losses above a certain figure, including, of

course, third party claims.

In most of the company market, the limit of liability for third party property damage claims in a policy is usually £250,000. Clearly, in certain circumstances, this could prove to be inadequate, irrespective of the load carried. Normally, motor insurers will quote for a limit up to £500,000, or perhaps more. Where a motor underwriter is not prepared to give such a high indemnity as required (probably because of his own reinsurance difficulties), usually excess protection can be arranged in the market quite independently. This may well be arranged in "layers" of £250,000 indemnity per policy.

Naturally, very high limits are needed where hazardous loads are carried. In some cases, two vehicles may be allowed to enter certain areas only if third party insurance with very high limits is in force. A typical example of this is London Airport—where, of course, negligence on the part of a driver might very well re-

sult in a substantial claim.

Many of the larger insurers of fleet risks have been hesitant about providing extensive cover on the Continent. They have tended to be selective and have accepted only what they consider to be the better fleets, where operators have the required green cards on an annual basis. As a result, their worst fears do not seem to have been realised.

There is, however, still comparatively little experience of extensive use by British vehicles on the Continent. While a British fleet operator who needs to send an occasional vehicle to the Continent should have no trouble in getting the cover extended as required, the position is not necessarily easy for every operator whose vehicles can be expected to spend an appreciable time on the Continent each year.

To a great extent, many fleet insurers are feeling their way with vehicles which travel regularly to and from the Middle East. Generally, relatively high

premiums are charged, even here there is a "cut" element.

At one stage, outside the covered by "green cards," it is necessary to obtain a minimum of third party liability as statutorily laid down by the issuing country. Often, however, the amount of cover required has been ludicrously low. Now, insurance is available which can be extended to cover throughout the Middle East and which incorporates a minimum of up to £50,000 third party bodily injury claim with the same figure for third party property damage.

Guarantee

The insurance market can provide an insurance indemnity for a haulier which covers liability of the issuing body (either through the Automobile Association or the Royal Automobile Club). A carnet is a portable duty bond guarantee which is compulsory for those travelling to the Middle East. Arrange insurance can be a satisfactory alternative to obtaining bank guarantees, since the latter can limit the operator's bonding and overdraft facilities.

An important development that one major insurer company is now issuing a combined liability policy, which includes not only employer liability and public liability but also motor liability. Generally, this policy will issued where a reasonable number of vehicles are involved. The total premium is in excess of £5,000.

Not only can motor and of liability risks be included in the same policy (thus avoiding possible problems on occasion about which policy should be involved with a particular claim) but cover can also be added to give the vehicle owner protection against loss of damage to the vehicles.

Here, also, certain improvements have been made. Instance, the insurance does exclude theft or frost damage if the vehicle is left in the open. There is an automatic extension in cover, which is activated by the issue of a green card thus eliminating the need for a separate document of endorsement.

In general, fleet operators should be pleased that so many insurers are anxious to see their business. But the competition has existed cannot be expected to continue for ever. Already some insurers have made a partial withdrawal from the market and, when interest rates drop significantly, or again, more insurers will be interested in underwriting rather than securing cash investment before it and no has to be paid out in claims.

Colin Jones

John Gasel

New approach to EEC policy

THE SIX founder members of the European Community had never managed to get very far forward in evolving a common transport policy in the fifteen years before Britain joined. Despite the importance that was placed on this policy in the Treaty of Rome. One could say the same about the three years that have elapsed since Britain joined. From a fleet operator's point of view, Community membership seems to have led either to seemingly intractable rows about vehicle axle weights or to impositions like tachographs, transport managers' licensing, and new drivers' hours limits.

Nevertheless, the European Commission's thinking on transport policy has acquired an altogether different thrust in the last couple of years—one, moreover, which if it succeeds could be much more acceptable to fleet operators in this country. It is worth bearing this in mind. Issues like axle weights and drivers' hours may be legacies of an earlier approach to transport policy but the outcome of the argument on these matters could have some influence on the chances of the Commission's new approach to transport policy being accepted by the member countries.

The Commission's long-term aim now is to base harmonisation upon a substantial measure of liberalisation of the Community freight transport market. Whereas previously the Commission had been trying to bring about a broad measure

of co-ordination of all the widely varying details of the differing national transport policies, it is now in effect saying that, subject to certain safeguards for the public interest, the user should be the final arbiter and that capacity controls and quotas and tariff restrictions should be replaced by competition.

Provided carriers—especially commercial hauliers carrying other companies' goods—maintain certain standards of professional competence and financial standing (to be insured in the case of road freight transport by a system of transport managers' licensing and in the U.K. by the present "O" licence) and provided all carriers irrespective of mode pay their full share of the internal and external costs of the infrastructure they use, which the Commission hopes would be established by a Community-wide system of infrastructure-based road user tax, the choice of mode, carrier and price would be determined by market forces. All would be subject only to rules to safeguard safety, workers' interests, and so on, and subject also to a reserve power of intervention by the national authorities in the event of a "serious disturbance" to the market.

To begin with, the Commission has suggested, this liberal approach should apply to cross-frontier freight transport—that is, the freight move-

ments between member countries. Eventually, though, it might also apply to national or "domestic" freight movements. Here, however, one must allow for the fact that countries like France and West Germany have traditionally operated a more dirigiste policy towards road and rail freight transport: capacity, rates and, in the case of rail transport, routes have all been regarded as matters which cannot be left to the operators alone to decide. Accordingly, the Commission recognises that a measure of local option should be left to national authorities, so long as the overall interests of the Community market are not frustrated.

One can argue of course that at the end of the day it does not really matter if freight hauliers in, say, Scotland operate under a different regime from, say, freight carriers in Italy. The difference is that a dirigiste national freight transport policy in the one place and a liberal national transport policy in the other may make to the comparative cost of goods produced in each country and sold in, say, West Germany is hardly likely to be significant. The theory of a common market may require complete parity of competitive opportunity, but there must

clearly be a practical limit to how far it is worth trying to attain complete parity. The sceptic would add, too, that a Community harmonisation programme based upon a broad measure of liberalisation is no more likely to be successful than the Commission's earlier idea of achieving harmonisation on a dirigiste basis. After all, the continuing impasse over lorry weights and sizes shows how strongly entrenched national interests can be. It may be that harmonisation of lorry sizes, in some respects, a carry-over from the earlier approach to common transport policy (though one should not overlook the fact that the Community's lorry makers have much at stake in this issue). It may also be that failure to agree on a standard set of maximum dimensions for lorries will hardly be fatal to the idea of a common market.

But even though West Germany has now crossed sides in this particular question to join the British, Danes and Irish, one can sympathise with the French, who currently operate a 13-tonne axle weight limit, and not wishing to force Berlin and other lorry makers to come down to a standard 10-tonne limit.

Even on issues more central to the Commission's new approach to transport policy harmonisation difficulties of conflicting national interests have

arisen. Progress towards an infrastructure-based system of road user taxation remains painstakingly slow, perhaps understandably so given the considerable technical difficulties inherent in this exercise.

The Commission's hopes of introducing a system of reference tariffs for cross-frontier traffic, as a kind of half-way house between the present bracket tariffs and market freedom, have yet to be realised. And the Commission's proposal for a doubling of the hitherto modest allocation of Community cross-frontier haulage quotas this year was not exactly received with rapturous joy by certain national representatives.

Liberal

Although the Commission's ideas have been gaining support, even in France and West Germany progress is bound to be slow. The Community is still, in de Gaulle's phrase, "l'Europe des patries." Transport policy can hardly expect to command a high place in the pecking order of either national or Community priorities. But in the long run British fleet operators, who between them operate more lorries and vans than any other Community country, could have much to gain from the acceptance of a liberal approach to transport policy by the Nine.

Colin Jones

John Gasel

Auctions set used car prices

CAR AUCTIONS have always been very much professional affairs. They provide an essential meeting place for the vehicle fleet manager, with sometimes very large quantities of cars of which to dispose, and the second-hand car dealer. They also increasingly provide a barometer for the used-car market as a whole. Indeed, it is probably not overstating the case to say that they are the

motor trade's equivalent of the Stock Exchange, with nationwide values being set as a result of the prices emerging from the sales at Britain's 80-odd auction sites.

All sorts of vehicles, from £200,000 vintage Rolls Royces to the 50 cc Post motor, turn up at auctions, but much of the real bread-and-butter business is provided by the blocks of fleet cars which come mainly from the large distributive companies.

Market

Car auctions are not something in which the general public become greatly involved. Indeed, they are actively discouraged by most auctioneers, who prefer to deal in large job lots. However, although they do not receive a great deal of publicity, car auctioneers are of key importance as a valuable market meeting place for large fleet users who wish to dispose of vehicles and for the second hand car trade, which gets a large volume of its stock from the auctioneers.

Although no central statistics for the number of vehicles involved in car auctions is easily available, it is estimated that as many as 500,000 cars are sold by auctioneers annually. The majority of these vehicles will come from fleet users, such as goods companies, and the nationalised industries including the Post Office and the Electricity Council. However, second hand car dealers themselves often dispose of lines of stock through the

auction sites and even private individuals occasionally put their vehicles up for sale.

By far the best known company in the motor auction business is British Car Auctions, which claims to have well over half the market. The next best known is the Leeds-based Central Motor Auctions. Then, apart from the Motor Auction Group—which does a high volume of business from its London and Derby sites and is growing fast in the fleet sales market—the rest of the field is divided between 60 or so small groups, the overwhelming majority of which have only one auction site.

British Car Auctions has 16 auction centres ranging in geographical coverage from Edinburgh to Cardiff and Tunbridge Wells, while Central Motor Auctions has seven sites; in Leeds, Manchester, Middlesbrough, Leicester, Worksop, Dursley, and in London, at Mitcham.

In many ways the motor auctions act as a market leader in setting second hand prices, since the main people involved—fleet managers and dealers—know the business very well. This means that the prices that particular types of models of car are fetching at auctions are as "true" a guide as one is likely to get to the movements of the second hand market. Although the private buyer is not usually cultivated, the private seller is encouraged to put his car through an auction site, and this can in many cases be to his advantage since he knows that there will be competitive bidding for his model. The auctioneers' throughput

has been hit over the past two years by two main factors, the dullness of the new car market—which determines how many cars are "in the system"—and the fact that fleet users have been hanging on to their cars in the wake of a severe cash flow crisis which has made them unwilling, and often unable, to replace their fleets. The fact that companies which had previously followed a policy of replacing their fleets, say, every two years or 50,000 miles suddenly started telling their company car users to drive their vehicles in some cases until they found their way on to the auction site fell significantly.

Meanwhile, the new car market has slumped alarmingly over the past couple of years. New car registrations last year fell to 1,271,000 following two boom years of around 1.7m. This fits during the past two years, the total will be even lower, with few prospects for recovery in 1978. Nevertheless, the second-hand market, which tended to lag well behind inflation in the new car market during 1974 and the early part of this year, is now tending to pick up. Since auctioneers' gross income is worked out on a percentage commission basis, the upward re-adjustment in prices can only be good for profits. Nevertheless, most companies see no full scale recovery until around 1980.

Stocks

One good feature of the auction market is that it is, to a certain extent, countercyclical. During a market downturn, dealers who wish to hold smaller stocks increase the throughput of the auction rooms when they shed cars. This has tended to provide a "buffer" to prob-

lems during the past two years. One key step forward in the business has been the opening by British Car Auctions of the pre-conditioning centres. Frimley, Measham and Brixton, where cars which are going to auction are given an overhaul. BCA has reported that the average cost per car of treatment had come down to around £15, well below the extra which the cars then received at auction.

Sometimes, large fleet users such as the nationalised industries organise their own auctions or occasionally fleet managers will deal direct with large motor traders. However, the concept of the large-scale auction site, where dealers know that they are going to get a wide range of goods regularly offered, and sellers know that there is going to be competitive bidding, remains of importance to the second-hand car market in the U.K.

Peter Foster

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فانصة الناجل

The stern test facing Concorde to-day

BY DAVID BELL in Washington and MICHAEL DONNE in London



Inset: Mr. Michael Wilde, BAC's Concorde project director, and Mr. Gerald Kaufman, U.K. Minister of State for Aerospace, members of the most powerful Concorde team yet fielded.

DAY the Anglo-French speakers. Senator James Buckley and several Congressmen will be urging a complete ban on Concorde. The mayors of Cleveland, Fort Worth and Dallas, however, will be offering not the aircraft in favour of the airport. Senator Barry Goldwater, among a host of others, is expected to argue that the U.S. should not hold up technical progress and should help him decide for or against Concorde. The evidence submitted at the hearing will be considered in conjunction with the vast mass of written technical and other material already submitted by both sides. The hearings, which are largely on the next 30 days, all this his idea, break new ground in the way the U.S. will be asked to decide on one way or another by January 4.

Powerful

The Anglo-French Concorde is holding its most powerful yet—much stronger than the one which participated in the original public hearings in Washington and New York last year. Headed by Mr. Gerald Kaufman, U.K. Minister of State for Aerospace in the Department of Industry, it includes Kenneth Bling, the U.K. ambassador to the U.S., and the Concorde project director from British Aircraft Corporation, and Mr. Stainton, chief executive of British Airways Overseas Division. On the French side, a permanent will be represented by Mr. Claude Abraham of the Ministry of Air, and Mr. Lelanne, vice-president of Air France, together with top officials of Aerospatiale.

In the U.S. side, just about every group which has something to say for or against Concorde will be represented. Some environmental groups originally sought permission to speak, but have since agreed to unite under a limited number of

approach noise at airports, which is seen as the key to the aircraft's overall level of "social acceptability".

Old ground

Although Mr. Coleman has made it clear that he wants to hear new evidence, not a rehash of the time-honoured arguments for and against Concorde, inevitably much old ground is bound to be covered. The Anglo-French team admits that it has no new facts to offer that will magically transform Concorde's image overnight. Rather, its objective will be to present a reasoned response to the criticisms of the Anglo-French team, with particular reference to the question of take-off and

desirability, social and technical, as a matter of public policy under its own internal laws.

What the Anglo-French team will be trying to do is use calmness and reason to combat what it felt to be misrepresentation of Concorde by many people who have never even seen it, or heard it, and who have based many of their attitudes upon second-hand evidence or distorted Press and other reports.

At the same time, however, the Anglo-French team intends to adopt a tough stance at the public hearing, it is no part of its intention to be seen publicly to holding any kind of pistol to the U.S. Government's head in seeking Concorde rights into the U.S. Both sides know well that under the existing international air agreements between the three countries, the U.K. and France have the right to nominate Concorde for transatlantic service if they wish, and that the U.S. has the right to consider its

by the Environmental Protection Agency are said to have stemmed from a misrepresentation of the aircraft's "noise footprint" whereby the effects of all Concorde flights a day were put together to give a cumulative noise result, instead of that from one flight, thus distorting the situation and gaining wide publicity.

The Anglo-French team will also have to make it clear that the U.S. Government's own Environmental Impact Statement—the most detailed scientific document on supersonic civil aviation yet produced—has itself minimised the likely effect of such operations on the upper atmosphere and on overall climatic conditions. While it suggested that there might be some ozone depletion and a consequent rise in radiation on earth from supersonic flying, the impact would be minimal, and that in any event there was no way in which this could ever be directly attributed to Concorde out of the many hundreds of supersonic military missions

Those in favour of the aircraft—who are expected to include a former director of the Federal Aviation Administration, Mr. Theodore Kheel, and a number of airport directors and businessmen's groups—are likely to argue that noise is a problem for only a very short time each day, and that it has been exaggerated. They are expected to contend that it is unfair to exclude Concorde because it may not be able to meet the current noise standards which did not exist when Concorde was begun and, they say, that as there are no internationally agreed standards of any kind for supersonic aircraft the U.S. should not unilaterally impose its own standards at this time.

Arising from this is the question of how much jurisdiction the Federal Government has over the New York Port Authority, which controls a number of airport directors and businessmen's groups—what would happen if Mr. Coleman approved Concorde, and the Port Authority did not? The FAA already has one case of disputed jurisdiction with the San Diego airport authority, and the whole relationship between the FAA and other airport bodies may eventually have to be decided by the Supreme Court.

There is also behind the whole affair the question of U.K. and French rights under the existing bilateral air agreements, and the overall international Chicago convention of 1944 governing world-wide air services under the International Civil Aviation Organisation (a technical arm of the U.N.). It could well be that the U.K. and French Governments would feel obliged to test the legality in the international courts of any U.S. decision banning Concorde, although this would depend entirely upon the reasons given for that decision.

Interim stop

They also believe that the U.S. cannot for ever keep Concorde out, partly because its speed represents the shape of things to come in air travel and partly because the U.S. should not be seen to stand in the way of technical progress. It is for this reason that the majority will be urging the benefits of their airports for Concorde, although as yet it does not appear to have the range to reach them without an interim stop.

But there are also two other factors which may or may not be discussed at the hearing which have implications for Concorde's future. The first involves the adequacy of the Environmental Impact Statement itself, and the other is the right of Mr. Coleman to decide the issue at all. Many environmentalists will be happy to take the matter to court, should Mr. Coleman approve the aircraft, to argue that the EIS is inadequate, and that Mr. Coleman should have nothing to do with it. Others will argue that Mr. Coleman should decide whether or not Concorde is ever allowed to fly into the U.S.

Difficult

At present, the U.K. and French Governments are playing this one coolly, but many sides know that the possibility exists, just as there is the possibility of some reciprocal action against either the purchase or operation of U.S.-built aircraft in the event of a Concorde ban. So far, Mr. Coleman has won praise from both sides for his handling of an issue which goes beyond the question of whether or not the aircraft makes too much noise. But he has chosen a difficult path to tread and he, more than anyone, must be aware that he will have to make up his mind on an issue that has yet to develop further into a major international row, and become an embarrassment to Mr. Ford's Administration.

Letters to the Editor

Equality for the few

THE Secretary, Standing Committee on Discrimination, Institute of Personnel Management.

Sir—Your editorial "Equality for the few" (30 December) led me to take an unnecessarily simplistic view of the outcome of the new sex discrimination act. According to the article, the act will be a "positive" act along with the discrimination legislation which will provide players with a positive motive for being more discriminatory than they were before. Yet it could be argued that the failure in the past to make the best possible use of our human resources by neglecting to train and develop womenpower has not made economic sense.

If we set the economic arguments aside, your article implies that the majority of employers are intent on circumventing the act and are busily preparing to take avoiding action. Undoubtedly there are some employers who will do so and I can only hope that the reading in the industrial trial reports. But from the number of enquiries which we are currently handling in our advisory service, I know that many employers, and their representatives, are keen to ensure that they do not act unreasonably and some are seeking advice on ways in which to implement positive programmes for equal opportunity in employment. It is our experience that good employers are anxious only to be within the law and to abide by the spirit of the law.

Our editorial states that certain beliefs and attitudes are spread and that no law can dictate them. To some extent this is true. In our evidence to the House of Lords we stated that it was unlikely that legislation in itself would change the climate of opinion in employment against women. Discrimination and such firmly entrenched attitudes are not easily uprooted. However, the law can help to eradicate glaring examples of discrimination and, in important, while it cannot prevent prejudice, it can prevent people from behaving according to their prejudices. Moreover, the passing of a law doubtless influences public opinion and attitudes.

Third-class air fares

From Mr. A. F. Lucking, Sir—Nowadays, about three-quarters of all air travellers are business and their first priority is the lowest possible fare. And many businessmen are failing to make important journeys because of the cost of the air fares. So all travellers would welcome open sale of the lowest fares to the general public. And many businessmen are failing to make important journeys because of the cost of the air fares. So all travellers would welcome open sale of the lowest fares to the general public. And many businessmen are failing to make important journeys because of the cost of the air fares. So all travellers would welcome open sale of the lowest fares to the general public.

Teachers' pensions

From Mr. J. Anderson, Sir—John Crown surely misses the real point in his implied criticism of public service pensions (December 15).

My own superannuation after 36 years as a retired teacher has, since last May, been approximately 40 per cent. lower than it would have been had it maintained the same rate. There were no crocodile tears a year or two ago when pensions increased by 10 per cent. at a time when teachers' salaries increased by 10 to 15 per cent. It is not surprising that the last superannuation fund review showed a large surplus. Salaries had increased at the same rate as pensions during the past five years, local authorities' pension demands would have been at least 30 per cent. lower than they are to-day, probably nearer 40 per cent.

Communist on democracy

From the General Secretary of the Communist Party, Sir—Professor Richard Rose is arguing that political parties should receive State subsidies (Financial Times, December 29) says: "Among the parties only the SNP confidently rejects the idea of cash subsidies."

The cost of liquidation

From Mr. Walter Jackson, Sir—The amusing parody by Lex (December 27) and the record number of business failures announced last week, prompt me to return to a feature of such times of economic stress which I experienced many examples. I refer to the amount of the overall assets of a liquidated company absorbed by the liquidating accountants.

Employee shares

From Mr. George Copeman, Sir—I was very interested in your description of the plan proposed by Mr. Bill Sims, general secretary of the Iron and Steel Trades Confederation, for employees to buy shares in the British Steel Corporation, as part of a deal to cut the number of redundancies (December 29).

When the wood did move

From the Managing Director, Matthews Wrightson Ltd., Sir—Your report (December 30) on the Agricultural Economics Society's conference on marginal farming areas brings out very clearly the small extent to which thinking about hill problems appears to have moved in the last 50 years. Still the belief that farming and forestry are in competition, still the recognition that headage subsidies bolster inefficiency, and yet the inability to imagine a better arrangement.

and trees did fall

From Mr. Simon Klinger, Sir—Mr. John Campbell of the Economic Forestry Group (December 30), broadly outlined the economic consequences of the severe setback in the planting of trees from the Capital Transfer Tax. Woodland owner organisations have recently produced evidence of a reduction in planting in excess of 40 per cent. many estates are merely completing programmes already in hand and there is absolutely no reason for them to undertake any new work at all this year.

Furthermore, forest nurseries report a drop in sales of 17 per cent. with an appalling 60 per cent. of transplants and 60 per cent. of seedlings having been deliberately destroyed by August, 1975, as being surplus to requirements. Bearing in mind that these figures do not include many private estate nurseries and numerous small nurseries, this would seem to substantiate the gloomy 40 per cent. figure nationally.

Having disposed of the statistics of timber, what about the people employed in forestry? Reports, especially from large employers like the forestry companies, indicate that massive redundancies have already taken place and that thousands of foresters and their families will find themselves stranded without work or prospects in areas of the country already seriously depopulated.

Even the unions, which initially welcomed any measures against the private forestry sector, have recently called on the Government to intervene and to stop the rot. The Treasury's hopes that CTT would shift investment from the countryside to the manufacturing industries have also come to nothing.

The Government promised last year to have another look at the industry should the effects of CTT be harsher than intended. The time has come to do so without delay.

Simon Klinger, 71, Verulam Road, St. Albans, Herts.

General

Mr. Denis Healey, Chancellor of Exchequer, leaves for Jamaica to attend interim committee meeting of International Monetary Fund.

Mr. Merlyn Rees, Northern Ireland Secretary, meets Loyalist leaders Mr. Harry West and Rev. Ian Paisley on possible recall of Northern Ireland Convention.

Lord Shovel, Secretary of State for India, talks on trade and economic topics.

Mr. Roy Mason, Defence Secretary, ends four-day visit to Malta.

Mr. Michael Foot, Employment Secretary, is host at Government reception to mark introduction of equal pay, Banqueting Hall, Whitehall, S.W.1.

To-day's Events

Lord Goronwy-Roberts, Minister of State, Foreign Office, in Brussels for talks with Sultans Gurkha Battalion.

British Steel Corporation Board reviews its planned economies.

Lord Kinnock, chairman, British National Oil Corporation, speaks at Coal Industry Society lunch, Hyde Park Hotel, S.W.1.

Mr. William Coleman, U.S. Secretary for Transportation, holds public hearing in Washington on whether to allow Concorde to use American airports.

Notice of Redemption

Continental Telephone International Finance Corporation

9% Guaranteed Debentures Due 1982

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of February 1, 1970 under which the above described Debentures were issued, First National City Bank, as Trustee, has drawn by lot, for redemption on February 1, 1976, through the operation of the sinking fund provided for in said Indenture, \$1,300,000 principal amount of Debentures of the said issue of the following distinctive numbers:

From Mr. Simon Klunger.

Sir.—Mr. John Campbell of the Economic Forestry Group (December 30), broadly outlined the economic consequences of the severe cutback in tree planting resulting from the Capital Transfer Tax. Woodland owner organisations have recently produced evidence of a reduction in planting in excess of 40 per cent, many estates are merely completing programmes already in hand and it is absolutely no reason for them to undertake any new work at all this year.

Furthermore, forest nurseries report a drop in sales of 17 per cent with an appalling 33 per cent drop in sales of seedlings having been deliberately destroyed by August, 1975, as being 'surplus' to requirements.

Bearing in mind that these private do not include many private estate nurseries and that the Government has already taken measures to subsidise this would seem to substantiate the gloomy 40 per cent figure nationally.

Having disposed of the statistics of timber, what about the people employed in forestry? Reports, especially from large employers like the forestry companies, indicate that massive redundancies have already taken place and that thousands of foresters and their families will find themselves stranded without any other means of support.

COMPANY NEWS + COMMENT

Ranks Hovis ahead and confident

IN SPITE of current economic difficulties and restrictions in some sectors, the Ranks Hovis McDougall group faces the future with confidence, says the chairman, Mr. Joseph Rank.

The group is broadly based within the food industry in the U.K. and overseas. Trading results so far for the current year are better than those for the same period previously, he tells members.

In the year ended August 31, 1975 there was a substantial overall increase in overseas companies profits, though in some countries results were affected by inflation and a decline in consumer purchasing due to economic conditions.

These factors, rather than price control, were mainly responsible for a slowing down of the rate of growth in Singapore, Malaysia and New Zealand and a decline in results from Argentina. In the main, operations outside the U.K. are in countries where Government has been "more successful" in containing inflation.

New markets

Experts from the U.K. were affected badly by inflation, the effects of which cannot be fully recovered in selling prices. In spite of this some new markets were opened which "offer real potential for the future."

At home the bakery division made a profit in the second half, so eliminating the serious setback of the first six months when it incurred a net trading loss for the first time ever.

The chairman explains that price control was very largely responsible for the loss, although the national bread strike in December, 1974, and the situation in Northern Ireland contributed.

Changes in the Price Code went some way towards restoring bakery profitability but the bread subsidy scheme put further restrictions on RHM's ability to compete. The overall circumstances compelled the directors to speed up their long-term rationalisation plans by closing 11 bakeries.

Sales of white and Hovis flour were maintained satisfactorily. After the rapid increases in grain costs and flour prices in the previous year, it was possible to stabilise prices as the year progressed. Inflation has affected production costs very badly and we are continuing to look for ways of improving productivity in our four mills.

Changed pattern

On the food side, the second half saw a significant change in the pattern of trade. In spite of the fine summer, economic pressures caused a swing away from the newer convenience foods back to the more traditional products such as flour, suet and porridge. This uplift in sales of McDougalls, Re-Ro and Country Life flour, Atrax and Scott's Porridge Oats has continued into the autumn.

In July the group opened a new basic seed plant at Linton, Canada, —the first of its kind to be built in the U.K. by a seed retail organisation. It is designed to meet EEC regulations for processing the basic seed which forms the foundation of the British cereal seed industry and, as the largest farm seed retailer in Europe, RHM sees this development as a "very important" step in strengthening its position in this vital market.

As reported on December 3, group sales for 1974-75 totalled £793m (£790m) and profits were £30.22m (£22.53m). The dividend is 2.6789p (2.5102p).

Additions to fixed assets totalled £19.55m, including expenditure on modernisation and development and on fixed assets of businesses acquired. Total cash consideration involved in acquisitions was £3.06m.

The directors feel unable to

HIGHLIGHTS

The week-end post contained few surprises, apart from the bid by Esperanza for Gellatly, which accompanied the former's half-year profit figures. Avon Rubber also confirmed in its report and accounts that there had been an improvement in current order levels, while the Hanson Trust report elaborates on its U.S. interests. Elsewhere, Lex comments on the state of new insurance figures and on the Ranks Hovis accounts.

quantify realistically the present value of group properties. However, they are considering that although at a lower level than revealed in 1974 (when a surplus over book value of £50m. was shown) such value is "substantially" in excess of net book value.

Including the £15.82m. net proceeds of the rights issue, there was an improvement of £18.58m. in liquid funds, against a £38.69m. decrease previously.

Mr. A. B. Askew, Mr. W. M. Impey and Lord Shaveross are retiring from the Board. Meeting: Royal Festival Hall, S.E., January 29 at noon.

See Lex

Export benefits at Avon

WHILE THE Avon Rubber group is still dependent on the trade level in the U.K., where current low demands seem likely to persist for some time to come, efforts to expand exports are now showing increasingly beneficial results, says chairman Mr. H. C. I. Rogers in his annual review.

He confirms his statement with effect from January 1, 1975, that the group's sales in the year ended November 27, 1975, reported November 27, that an increased flow of orders, together with measures already taken to eliminate losses, and the on-going efforts to improve efficiency, give confidence that the return to profitability in the second half of that year will be maintained.

Exports last year amounted to 15 per cent. (17 per cent.) of group turnover and further substantial contracts have recently been obtained. Last year's split was: EEC 32 per cent. (33 per cent.), other European countries 29 per cent. (31 per cent.), East Africa 13 per cent. (10 per cent.), North America 16 per cent. (12 per cent.) and other 10 per cent. (10 per cent.).

Following a first half loss of £762,000, the year under review ended with a loss of £502,550 (profit £1.9m.). A number of factors, the majority non-recurring, contributed to the loss Mr. Rogers explains. Non-recurring items amounted to approximately £1m. while redundancy costs of £700,000 were incurred primarily as a consequence of the substantial decline in output for the motor industry.

Divisional results—
(£000s)
Tires (414,345) 750,495
Motorcycles 399,811 594,775
Safety wheels (121,414) (128,421)
Rivets (298,991) (291,944)
Tech. services (81,823) (14,399)
Processed polymers (108,180) (120,833)
Industrial polymers (187,142) 78,640
Medicine 65,490 322,440
Instruments 149,478 78,112
Overseas 57,182 138,117
Invest. income 29,739 3,122
Associates 494,511 97,795
A gross dividend of 1p per share (12.778p) is proposed as evidence of the belief in a return to profitability this year.

Following completion of the building programme embarked upon three years ago, the directors see no necessity for additional buildings in the next few years. Capital expenditure in 1975-76 will be restricted to approximately £2m., a figure only slightly in excess of the annual rate of depreciation.

A medium term loan of £3.5m., repayable over seven years, has been negotiated with Midland Bank and due to strict cash con-

Good order position at Hunslet

THE ORDER book at Hunslet (Holdings), engineers and manufacturers of locomotives, etc., continues to be "satisfactory" for the most part although some sections are suffering from the general recession, reports Mr. Rae Fryers, chairman, in his annual statement.

He indicates that the company may now be "close" within the meaning of the Income and Corporation Taxes Act, 1970. This position, which will be clarified, arose in the normal course of share transactions through the Stock Exchange, which have not involved any directors or any associations or connections of a director, he adds.

As reported on December 15, pre-tax profit improved from £0.35m. to £0.39m. in the year ended 31.12.1975, and dividends are up from 1.75875p to 1.87875p net.

Direct exports amounted to £0.50m., of which Africa accounted for 35 per cent. The Americas 16 per cent., Europe 14 per cent., and Asia 12 per cent.

In the second half there was a marked improvement in manpower and the availability of components; in consequence the company was able to operate at higher levels of activity than had been anticipated.

During the year the Canada company was wound up by voluntary liquidation, outlets to that country continuing under agency arrangements better suited to future requirements. In South Africa, the company has since the year end sold its minority holding in Hunslet Taylor Consolidated (Proprietary) and is currently negotiating new arrangements for that market. Proceeds from sale of the South African shares are held by Hunslet South Africa Holdings (Proprietary) and will be invested "to the best advantage."

A reappraisal of energy consumption has been undertaken and steps are in hand to effect reductions; these have involved the installation of a new and more efficient heating system and a greater concentration of production activity at Kilmarnock and the introduction of a £40,000 programme of heat conservation at Leeds, members are told.

Meeting, Leeds, January 26 at 11 a.m.

Grafix & Meat

ONE OF the country's largest builders' merchants is to be created by the merger of Grafix with Graham-Moat, two companies until now independent operators within the Thomas Tilling Group. Together they will operate throughout an area extending from the North Midlands to the Scottish border.

Adopting the Graham-Moat name and headquarters at Huddersfield, the new company will have a turnover approaching £30m. a year.

Although primarily a service company to the building industry, Graham-Moat envisages a steady increase in its penetration of the retail market for items such as kitchens and bathrooms, together with an expansion of factoring interests.

Esperanza services growth

REFLECTING a drop in the contribution from its copper and pyrites interests from £872,000 to £114,000, first half taxable profits of the Esperanza Trade and Transport group declined from £1,475,000 to £1,075,000, with weighted earnings per 151p share shown at 8.0p compared with 6.7p. Also announced is an agreement to acquire Gellatly Hankey and Co. Gellatly Hankey (Belgium) and Gellatly Hankey et Cie (Dijibouti) S.A. subject to Esperanza shareholders' approval, and certain formal consents. Purchase consideration is £3.47m. to be satisfied partly in shares and partly by payment of £1.1m. cash.

The contribution to profits from the group's international services (insurance loss adjusting, cargo superintending, laboratory services, non-destructive testing etc.) for the six months increased 62 per cent., reflecting the benefits derived from expansion on a worldwide basis.

Profits from this source, the greater proportion of which arise outside the U.K., have risen since 1971 by a 60 per cent. annual compound rate, the directors point out.

Conditions in the copper market did not allow a repetition of the forward sales of production, which were unusually profitable in the previous year, they tell members.

They have declared an increased interim dividend of 1.6p against 1.5p net as dividend distributions are now fully covered by the earnings of the service interests. It is the Board's view that the international service earnings are now the predominant factor to be taken into account in assessing the future.

The interim dividend for the year to March 31, 1975 was 3.934p paid from taxable profits of £3.75m.—earnings 12.9p.

Turnover & fees 1973 1974 1975
Profit 1973 1974 1975
Dividends 1973 1974 1975
Finance charges 1973 1974 1975
Taxes 1973 1974 1975
Minority interest 1973 1974 1975
Associates 1973 1974 1975
Overseas 1973 1974 1975
Invest. income 1973 1974 1975
Associates 1973 1974 1975

comment

The £21m. bid by Esperanza for Gellatly includes £13.1m. worth of shares, representing an increase in the issued share capital, at 83p per share, of 15 per cent. The cash element of £1.1m. is being covered by a five year bank loan, but this matches the liquid assets of Gellatly to be brought in, and Esperanza could cover the cash element out of its own resources.

Judging by the last balance sheet, which showed net liquidity approaching £1m. Meanwhile, Gellatly is trading at over 51m. profit pre-tax on an annual basis, which will give Esperanza's fast growing international services division a shot in the arm on the marine side where it is traditionally weaker. Profits from the copper operations slumped £1m.

at the half way point, but this reflects a lower copper price averaging between £500 and £600 per ton—against a peak of £1,400 a ton reached in 1974. The shares remained unmoved on the announcement, where Esperanza is capitalised at £8.6m. and yielding a prospective 7.8 per cent. See also Page 1

DIVIDENDS ANNOUNCED

Current payment	Date of payment	Corresponding dividend	Total last year	Total year
Esperanza Trade* 1.6	April 2	1.5	—	3.96
* Pence per share net.				

Financial strength at Hanson

THE CONTINUED growth overseas of Hanson Trust, with particular emphasis on the U.S., has been the principal feature of the year to September 30, 1975, stresses chairman Mr. James Hanson in his annual statement.

The recently-acquired Caribbrook Industries, is already benefiting from the signs of recovery in the U.S. economy, he says.

Hanson is now becoming well established in basic industries in the U.S. and intends to pursue this development. The total investment there, financed by locally generated funds and borrowing, exceeds £23m. With the addition of Caribbrook, it is anticipated that sales in the current year will reach at least £160m. "Our ability to build up a strong asset base while maintaining a high level of liquidity, is a vital factor in achieving secure and steady growth," Mr. Hanson adds.

The group starts 1976 with a market capitalisation which places it in the top 100 U.K. quoted companies and its financial strength, supported by cash and deposits in excess of £30m., gives it "the ability to maintain growth both at home and overseas as suitable opportunities occur." The U.S. economy has started an upward trend but prospects everywhere for 1976 are uncertain.

NEW LIFE BUSINESS

Pearl writes £547m.

Total new annual premiums under life assurance policies and annuities issued by Pearl Assurance during 1975 in the two life branches combined amounted to £201m. compared with £17.02m. for 1974. In addition, single premiums and annuity considerations of £4m. were received against £12.8m.

The new premiums provided for total new sums assured of £547m. compared with £436.4m. in 1974, and new sums assured of £201m. compared with £17.02m. in 1974.

The industrial branch new annual premiums amounted to £13m. (£10.92m.) and new sums assured to £201m. (£170.81m.).

In the ordinary branch, new annual premiums amounted to £7.3m. (£5.17m.) and new sums assured to £436.4m. (£265.6m.). Overseas business included completed annual premiums of £236,000 (£248,000) and new sums assured of £7.5m. (£9.85m.).

MERCANTILE AND GENERAL RE-INSURANCE—Net new sums assured were £1,350m. against £1,130m. net new annual premiums £7.9m. (£8.6m.) and net new sums assured £1,350m. (£1,130m.). Included in single premiums are annuity considerations of £50,000 (£60,000). New premiums under permanent sickness and waiver of premium reassurances were £1.8m. (£1.6m.).

ROYAL ASSURANCE GROUP—Net new annual premiums increased by 28 per cent. to £14.5m. (£11.3m.) while net new sums assured were £14.5m. (£15.4m.). New sums assured for 1975 were £746.1m. against £620m. in 1974.

BONUSES
EQUITY AND LAW—All bonus rates for individual policies for 1975 are unchanged from the 1974 values—in contrast to most life companies so far reporting where significant increases have been made. They are 5.75 per cent. of sum assured and bonuses for the second series rates varying from 3.75 per cent. to 5.00 per cent. of sum assured for the first series. The bonus rates for 1975 will be the same as for 1974. Bonus rate for individual pension policies is left at 5.25 per cent. compounded.

The terminal bonus rate remains at 10 per cent. of attaching bonuses and the company is introducing a vesting bonus for with-profit personal pension deferred annuities (no longer marketed). This is added to the policy when the pension commences to be payable and is based on all other bonuses—reversionary, interim and terminal.

NOTES—The company is increasing the reversionary bonus rate for 1975 on its new series for individual policies to 14.00 per cent. of sum assured and attaching bonuses from 5.50 per

L.B.I. Base Rate

Lloyds Bank International Limited announces that, with effect from 5th January, 1976, its Base Rate, applicable to all its U.K. branches, is reduced from 11% to 10½%. The rate of interest allowed on seven-day notice deposits will be 6½%.

LLOYDS BANK INTERNATIONAL
40/66 Queen Victoria St., London EC4P 4EL Tel 01-246 8822

INTERIM STATEMENT

CSR

Interim Report A small profit increase

CSR Limited, formerly The Colonial Sugar Refining Co. Limited had a consolidated net profit of \$A20.6 million (US \$25.8 million*) for the half year ended 30th September 1975. This is 2½% higher than for the corresponding period last year and reflects lower profits from sugar offset by higher returns from minerals and materials for building and construction.

Sugar
Wet weather seriously delayed harvesting of sugarcane. However, the CSR Group mills (including Australian Estates mills) expect to make about the same tonnages of raw sugar for the full season as they made last season—836,000 tonnes. In the half year to 30th September these mills made 433,000 tonnes of raw sugar compared to last year's 497,000 tonnes. Refined sugar sales in Australia are expected to be about the same as last year's 711,000 tonnes, but sales in New Zealand are expected to be lower.

Building and construction materials
For most materials, sales volumes remain depressed. In the half year they were about 15% below the same period last year, some products being less affected than others. However, price increases, together with a slight easing of the intense upward pressure on costs which marked the corresponding 1974 half year, have enabled higher profits to be achieved.

Mining
The Mt. Newman iron ore venture, in which Pilbara Iron Limited (89% CSR) has a 30% interest, shipped 14.4 million tonnes of ore in the half year (8% less than for the same period last year).

Grove Alumina Ltd. (51% CSR) shipped 867,000 tonnes of bauxite (20% higher) and 155,000 tonnes of alumina (8% higher). Buchanan Borehole Collieries Pty. Ltd. (92.65% CSR) shipped 395,000 tonnes of coal for the half year (31% higher).

Growth
On 1st April 1975 the Australian Estates Co. Ltd., an English company, became a subsidiary of CSR and is now wholly-owned.

A programme of substantial capital expenditure at sugar mills is well advanced, and expansion programmes are progressing at CSR's five Australian sugar refineries, the Mt. Newman venture and Buchanan Borehole Collieries.

CSR 10 Cornhill Street, Sydney, Australia 2000
(formerly The Colonial Sugar Refining Co. Limited)
*Exchange rate: 11/12/75 SAT=US\$1.25

HANSON TRUST

Year	Pre-tax Profit	Earnings per Share	Assets per Share	Market Capitalisation
1965	£384,000	1p	5p	£2,500,000
1975	£12,000,000	10p	72p	£80,000,000

Accounts available from: 180 Brompton Road, London SW3 1HF

Handwritten signature: [Illegible]

AUTHORISED UNIT TRUSTS

[illegible]

INSURANCE, PROPERTY, BONDS

REGIONAL MARKETS

Following the margin last year of U.K. stock exchange, a selection of the shares previously shown under regional headings is presented below with quotations for the week ending 22nd July 1955. Any price change is listed in London, are separately and with prices as at the Irish exchange.

Irish 20s naming	14	Grain Ship Co.	43	Shalloo Salmon	1
Irish 10s	10	Grain Ship Co.	43	Shalloo Salmon	1
Irish 5s	5	Grain Ship Co.	43	Shalloo Salmon	1
Irish 2s	2	Grain Ship Co.	43	Shalloo Salmon	1
Irish 1s	1	Grain Ship Co.	43	Shalloo Salmon	1
Irish 10s	10	Grain Ship Co.	43	Shalloo Salmon	1
Irish 5s	5	Grain Ship Co.	43	Shalloo Salmon	1
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Life Assurance Co. Ltd.			The City of Westminster Ass. Soc. Ltd.			Wombold Life Assurance Limited			Life & Equity Assurance			Newrich Union Insurance Group			Scott, Widdows' Fwd. & Life Assurance Co. Ltd.		
St. Paul's Churchyard, E.C.4.			City, CRO 21/A.			70 Park Lane, London, W.1			1 Olympic Way, Wembley, HA9 0DQ			80 Park Rd, Newrich, NRU 2NG			St. Andrew's Sq., Edinburgh, EH2 2YD		
First Unit			First Unit			grated Ind. Fd.			Rel. Inv.			Sh. Fd. Dec. 31			Inv. Fd. Dec. 31		
Equity Fund			Equity Fund			Property			Adm. Exp. Fd.			Sh. Fd. Dec. 31			Sh. Fd. Dec. 31		
Equity Fund			Equity Fund			Property			Adm. Exp. Fd.			Sh. Fd. Dec. 31			Sh. Fd. Dec. 31		
Equity Fund			Equity Fund			Property			Adm. Exp. Fd.			Sh. Fd. Dec. 31			Sh. Fd. Dec. 31		
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Equity Fund			Equity Fund			Property			Adm. Exp. Fd.			Sh. Fd. Dec. 31			Sh. Fd. Dec. 31		
Equity Fund			Equity Fund			Property			Adm. Exp. Fd.			Sh. Fd. Dec. 31			Sh. Fd. Dec. 31		

OFFSHORE AND OVERSEAS FUNDS

BASE LENDING RATES	
Commercial Bank	11 1/2 %
Irish Banks Ltd.	11 1/2 %
Porto-Portuguese Bank	11 1/2 %
Anglo-Ansbach	11 1/2 %
Banco de Bilbao	11 1/2 %
Banco de Jerez	11 1/2 %
Bank of Cyprus	11 1/2 %
Bank of N.S.W.	11 1/2 %
Bank of Rhone S.A.	11 1/2 %
Barclays Bank	11 1/2 %
Christie Ltd.	11 1/2 %
Mar. Holdings Ltd.	12 %
Bank of Mid. East	11 1/2 %
Swan Shipley	11 1/2 %
Mar. Bowater Co. Ltd.	11 1/2 %
Mar. Holdings	11 1/2 %
Waterhouse Japhet	11 1/2 %
E. Costes	11 1/2 %
Consolidated Credits	12 %
Co-operative Bank	11 1/2 %
International Securities	11 1/2 %
Alt Lyonnais	11 1/2 %
D. Dawes	12 %
Off Brothers	12 %
Can Lawrie	11 1/2 %
London Assurance	12 1/2 %
London Sec.	12 %
Wm Gibbs	12 %
De Durant Trust	12 1/2 %
Shenley Guarantee	12 1/2 %
Midlands Bank	11 1/2 %
James Mahon	11 1/2 %
Brooks Bank	11 1/2 %
Smith & Partners	12 %
Samuel	11 1/2 %
Ware & Co.	11 1/2 %
Julian S. Hodge	12 %
Industrial Bank of Scot.	11 1/2 %
Kreyser Ullmann	11 1/2 %
Knoxley & Co. Ltd.	12 1/2 %
Lloyds Bank	10 1/2 %
London & European	11 1/2 %
London Mercantile	11 1/2 %
Midland Bank	11 1/2 %
Samuel Montagu	11 1/2 %
Morgan Grenfell	11 1/2 %
National Westminster	11 1/2 %
Northern Comm. Trust	11 1/2 %
Norwich General Trust	12 1/2 %
Portman Guaranty	11 1/2 %
P. S. Reidon & Co.	11 1/2 %
Rasmussen Accept's	11 1/2 %
Schlesinger Limited	12 1/2 %
E. S. Schwab	12 1/2 %
Security Trust Co. Ltd.	12 1/2 %
Shenley Trust	12 1/2 %
Standard Chartered	11 1/2 %
Sterling Credit	12 1/2 %
Thames Guaranty	11 1/2 %
Trade Development Bk.	11 1/2 %
Twentieth Century Bk.	12 1/2 %
United Bank of Kuwait	10 1/2 %
Whitehead Ltd.	11 1/2 %
Williams & Glyn's	11 1/2 %
Yorkshire Bank	11 1/2 %
Members of the Accepting Bankers Committee	
Foreign deposits 7 1/2 - 1 month deposit 8 1/2 %	
Foreign deposits on money of £25,000 and under 5% "do" to £25,000 12% and over £25,000 9 1/2 %	
Business deposits 8 1/2 %	

[illegible]

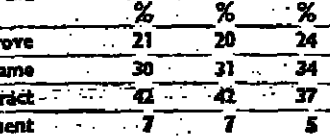
Kriter still hopes to beat record

[illegible]

Confidence improving

next 12 months to:

Imprisoned
Remain the same
Controlled
No comment



%	%	%	%
24	13	7	21
37	28	16	13
38	59	83	66
1	—	—	—

GENERAL BUSINESS SITUATION 4 monthly moving total December 1975

Unit costs rise by:							
0-4%	—	—	—	—	—	—	—
5-9%	8	12	11	11	7	—	12
10-14%	23	30	27	18	34	13	10
15-19%	38	28	22	25	58	78	43
20-24%	7	6	10	14	—	9	6
25-29%	6	6	9	6	—	—	—
30%+	—	—	—	2	—	—	—
Same	1	1	1	1	—	—	—
Decrease	—	—	—	7	—	—	—
No answer	17	17	20	16	—	—	28

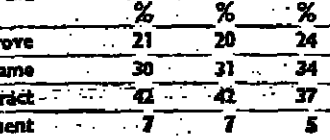
The bottom is nearer

next 12 months to:

Imprisoned
Remain the same
Controlled
No comment

Turnround in sight

Remain the s
Cont
No comm



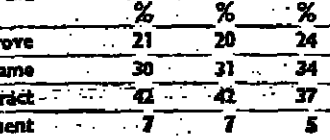
CAPACITY WORKING 4 monthly moving total

Next 12 months to:	%	%	%	%
Improve	21	20	24	23
Remain the same	30	31	34	33
Contract	42	42	37	38
No comment	7	7	5	6

Worse before better

next 12 months to:

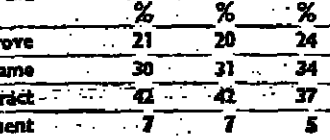
Imprisoned
Remain the same
Controlled
No comment



No forecasts of 'single figures'

next 12 months to:

Imprisoned
Remain the same
Controlled
No comment



PROFIT MARGINS 4 months moving total

[illegible]

COSTS	4 monthly moving total	December 1975
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Unit costs rise by:							
0-4%	—	—	—	—	—	—	—
5-9%	8	12	11	11	7	—	12
10-14%	23	30	27	18	34	13	10
15-19%	38	28	22	25	58	78	43
20-24%	7	6	10	14	—	9	6
25-29%	6	6	9	6	—	—	—
30%+	—	—	—	2	—	—	—
Same	1	1	1	1	—	—	—
Decrease	—	—	—	7	—	—	—
No answer	17	17	20	16	—	—	28

Unit costs rise by:

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100																																																																																																																																																																																																																																					
1990	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312	313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338	339	

New Tory attack aims at election this year

BY RICHARD EVANS, LOBBY CORRESPONDENT

MRS. MARGARET THATCHER, Leader of the Opposition, yesterday launched a Conservative campaign of more aggressive tactics against the Government in an attempt to force a general election later this year.

Until recently many Conservatives have dreaded the prospect of an early election because of the disruption caused by the change in party leadership last February. Now there is likely to be a greater show of opposition, with the Government entering a period of increased vulnerability.

Mrs. Thatcher declared in a BBC radio interview that she wanted to bring the Government down as soon as she could. "Of course I want to be Prime Minister... and 1976 would be a tremendous year for it," she added.

In Mrs. Thatcher's view the longer the present economic policies continue the more difficult it would be for an incoming Government to make the structural changes that were necessary. "The sooner we can get at it and get things on a sounder footing the better."

But despite Mrs. Thatcher's enthusiasm the prospect of an early election remains remote. It will be difficult for Opposition parties to join forces to bring about a significant Government defeat.

Even so, the prospect of grave difficulties for the Government over public spending cuts, continuing high unemployment, and talks with the trade unions over the continuation of the prices

Anxiety

These results, together with the by-election to replace the late Mr. Maurice Edelman at Coventry North West, where a swing of 10.1 per cent. would give the Tories victory, will be significant pointers.

Although Mrs. Thatcher has undoubtedly established herself as Tory leader there were further signs at the week-end of anxiety about the direction the party might take under her command.

The Tory Reform Group, formed three months ago by Mr. Peter Walker, Mr. Robert Carr (who recently accepted a life peerage) and Mr. Nicholas Scott from the Left of the party, issued a statement warning that unless the Conservatives broadened their appeal they were

doomed to permanent opposition. The statement, issued as a New Year message to members by Mr. William Shearman, the group chairman, after discussion with his executive, counsels the party leadership not to rely on Labour losing the next election through its own failures, and adds: "The real challenge for the party is that of persuading people it is ready to govern again... it will not win the first-time voters, trade union members, immigrants or others if it becomes one which represents any single class or which wants to perpetuate social divisions in society."

The group believes the party should accept the mixed economy, the fact that the State must play a major role, and abandon its current "doctrinal obsession" with the attitudes of laissez faire liberalism. The warnings are clearly directed at Mrs. Thatcher, whose instincts, it is feared, are to take Conservative attitudes to the right.

Initial official reaction to the group's message was to play down its importance and to point to the widespread view among Tory MPs that Mrs. Thatcher had been sensible to avoid specific policy commitments.

The statement is likely to arouse controversy because of the fundamental tactical question it raises about whether Mrs. Thatcher would be wise to lead the party away from the "middle ground" of consensus politics as advocated by Sir Keith Joseph, who is in charge of party policy and research.

British Communist Party attacks Soviet policy

BY DAVID LASCELLES

THE BRITISH COMMUNIST Party last night published sharp criticism of several aspects of Soviet policy, including the handling of Jews and dissidents, and joined other Western parties in restating the aim of achieving Socialism by its own road.

The criticism came in a long article by the party's former leader John Gollan, who retired last year, published in *Marxism Today*, the party theoretical journal.

The main theme of the article is the record of the Brezhnev Government, much of which earns Mr. Gollan's praise. But in a final section, Mr. Gollan says that democracy demands mass participation, and this involves the expression of "varied opinions, differing estimates, solutions and dissenting views."

He then attacks the Soviet practice of prosecuting people for their political views and of failing to provide legal means of expression for other than officially sanctioned opinions.

"Dissent is in itself an aspect of democracy," he writes, adding that a vicious circle develops when a writer is barred from publishing at home and abroad and also runs foul of the law

'Mathematician to be freed'

THE dissident Soviet mathematician Leonid Plyushch will be released to-day from the psychiatric hospital in Dnepropetrovsk where he has been held for more than two years, a friend of his family said yesterday.

Speaking by telephone to Moscow from Kiev, the Ukrainian capital, a dissident, Tatyana Khodorovicha said the Kiev visa authorities

despite its official condemnation, and there is reason for concern that those who are guilty appear not to be charged in accordance with Soviet law. The harassment of Jews wishing to emigrate to Israel "has not helped," Mr. Gollan adds.

Many of his points have already been made by the Communist Party, which through small ranks as one of the more independent-minded in the West. But the timing of the article, along with the way Mr. Gollan lumps together his party's points of difference with Moscow, gives it extra interest.

Gold sale may divide IMF membership

BY GUY DE JONQUIERES and JUREK MARTIN

WASHINGTON, Jan. 4. FINANCE MINISTERS from 30 countries meet in Kingston, Jamaica, this week for talks at which they hope to put the finishing touches to a package of international monetary reforms. These would include arrangements for sale by the International Monetary Fund of part of its gold holdings, and establishment of a special fund to assist developing countries running balance-of-payments deficits.

The agenda for the talks, which also calls for formal approval of a 33 per cent. increase in member-countries' IMF quotas, is the fruit of a series of international meetings held in the past two years. Though a number of significant questions remain to be settled, many of the participants have expressed the hope that final agreement can be reached in Kingston.

The most controversial issue before the Finance Ministers, who will meet in the forum of the IMF's interim committee, is the proposal to sell off a sixth—about 25m. ounces—of the IMF's gold holdings. Proceeds of the sale would be used by a new IMF trust fund and made available to developing countries to finance their balance-of-payments deficits.

The gold sale proposal has drawn some criticism from the developing countries, which claim that it might amount to little more than a back-door device enabling the industrialised nations to replenish their Central Banks' gold reserves on highly advantageous financial terms. More recently, the Dutch Government has also raised legal objections, arguing that the proposal violates the IMF's own articles of agreement.

Unlikely

Though an outright veto of the gold sale scheme by all the developing countries appears unlikely, some of them may well attempt to win the right to more generous IMF credit facilities in return for their consent. But any such concession will almost certainly be resisted by the American officials. The U.S. view is that the planned trust fund, together with enlarged IMF quotas and the recently announced enlargement in commodity advances, will provide adequate credit for the developing countries.

Whether the U.S. will actually come under renewed pressure at Kingston to stimulate its economy further remains to be seen. But some European officials in view of the prevailing doubts about the strength of the American recovery, the U.S. assertions may be scrutinised rather closely at the companion meeting of the Group of Ten in Kingston this week.

The U.S. is also expected to argue that world economic growth will proceed rapidly enough this year to make additional arrangements unnecessary. But in view of the prevailing doubts about the strength of the American recovery, the U.S. assertions may be scrutinised rather closely at the companion meeting of the Group of Ten in Kingston this week.

Chrysler unions bid to save more jobs

BY PETER CARTWRIGHT, MIDLANDS CORRESPONDENT

JOINT TALKS at plant level with Chrysler management starts to-morrow to see how the £32m. rescue plan involving 8,300 redundancies agreed in principle by the unions after a six-hour meeting at Coventry on Saturday — can be put into operation.

The agreement, accepted only after the company said it did not have enough cash to reopen Scotland, Midlands and Luton area plants later this month, was necessary before the Government would loosen the purse-strings.

The first instalment is expected to be paid almost immediately after Chrysler Corporation, its U.K. subsidiary, and the Government sign formal documents to-day designed to save 17,000 out of 25,000 jobs.

All the plants have been on strike for several weeks and the Ryton Avenger plant at Coventry last worked in November.

Workers at these plants will be recalled progressively—the Stoke (Coventry) engine plant next Monday, Linwood (Scotland) the day after, and Ryton in two weeks' time.

But for most of the 8,300 employees to become redundant, the recall will be only temporary. Some 6,500 are due to go by February 2, and the remainder by the end of June. The only concession for the union leaders after many hours of negotiations was voluntary in place of compulsory redundancy. This finally won the reluctant assent of the

Continued from Page 1

Steel

At BSC's Port Talbot plant, also in South Wales, a total of some 1,200 workers in the cold rolling mill walked out on strike when 200 were sent home yesterday morning. They meet to-day to decide whether to remain out.

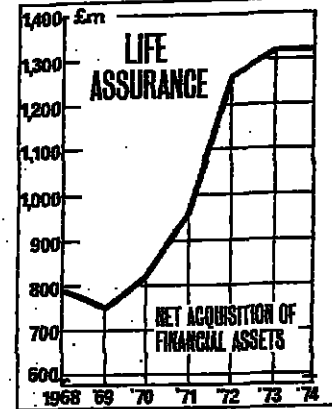
There were no real problems at the corporation's Corby, Northants, plant where all 400 affected by the week-end shift cuts were redeployed. Nor were there any at BSC plants in Scotland, Teesside and Sheffield which only resume production to-day after the New Year holiday.

● Rail union leaders are to meet British Rail Board officials later this week to discuss Government limits on BR revenue, which the unions fear could lead to drastic cuts in the rail network and redundancies.

THE LEX COLUMN

Trading down in life assurance

The insurance sector was a surprisingly limited buyer of equities for much of 1975—life companies purchasing only £78m. net in the first half against £499m. of gilts—and one explanation may be the changing premium pattern indicated by the current series of new business figures. There is certainly no evidence of public disenchantment with life assurance as such: after results from half the public companies and several mutuals there is an overall increase in new premiums of nearly a quarter.



But there are definite signs of trading down with a larger growth in new sums assured—an average of 31 per cent. so far—than in premium income, in contrast to 1974 when the two went hand in hand. This suggests that there has been some movement away from full premium and endowment assurance to term and whole life business. A leaning towards an increased proportion of higher sum assured/lower premium and shorter length business is noted, for example, by the Pru where new sums assured rose by 33 per cent. last year and total new premiums increased by a quarter.

Fluctuations in single premium business can distort the figures—and there are exceptions such as Sun Life—but the trend is likely to continue during the recession. Although this is only a shift in emphasis, the implications are not especially welcome for the equity market since a different spread of liabilities of a shorter term suggests that a greater proportion of new investments will be in fixed interest securities with less in risk holdings such as equities and property. Of course the overall cash inflow available for investment is still rising strongly.

The meaning of this shift in business mix for long-term profitability will not be apparent for some time, but most of the companies face the problem that even a growth of nearly a quarter in overall new premiums of any type is insufficient to offset inflation on existing business, so that expense ratios have deteriorated further. This applies particularly to the labour intensive industrial side where premium growth has anywhere below average at, for

example, the Pearl, London and Manchester and the Pru. Moreover, growth in one previously fast growing area—new annual premiums from pension contracts—seems to have come to a temporary halt to judge by the negligible increase reported by the Pru. This is because of

price weakness seen over past month. The balance gearing remains substantial, the improvement of £18m. net liquid funds shown by source and use table is £21m. more than the £3m. rights issue proceeds. Borrowings of £93.2m. are less than tangible sharehold funds; but only just, and depreciation and retained again fall short of net added to fixed assets despite year's sharp profits return. The pre-interest retained capital employed edged up last year but this was a nearly an eighth short of 1973's 181 per cent.

Volume and price trends of course, what matter most companies like RHM, and the group has nothing new add. The expectation of increase in profits this year remains; but the shares have been totally ignored by latest market rally, and at 50 per cent. more than average for industrial stocks

Capital Markets

The City Capital Markets Committee, judging by its comments on the Sandilands Report, finds itself in something of a quandary. On the one hand, the Committee wishes to see a revised version of Sandilands introduced with the minimum of delay. On the other it fears that many companies, by ill-strating their "real" financial position, will restrict their access to the capital market. Its obvious if rather optimistic solution is that price controls should be relaxed to allow companies, where possible, restore adequate profitability.

But there is something rather disturbing about this argument for it suggests that the Committee is not concerned with the fact that some companies at present have access to a capital market when they are not profitable enough to justify it. This follows logically if, as believes, as the Committee does that stock market shares price have not yet fully discounted inflation accounting. Perhaps the Committee should have recommended, for the sake of investors, that inflation adjustments should be made now to become required information a time of new issue.

RBC raises Roymarine stake

MONTREAL, Jan. 4. THE ROYAL Bank of Canada said it has increased its interest in Roymarine Leasing, a Montreal-based financial company, to 50 per cent. from 25 per cent.

Royal Bank said it acquired the additional interest from Marine Midland Bank, New York. Marine Midland now holds a 50 per cent. interest in Roymarine which provides various types of large-scale equipment financing and related financial and consulting services in Canada and internationally.

Eggs Authority to subsidise hen slaughter

UP TO 300,000 hens, whose eggs do not pay for their keep since last week's fall of 7p or 8p a dozen in egg prices, are to be slaughtered with the aid of a special subsidy from the Eggs Authority.

The post-Christmas price fall was due to a glut of eggs over the holiday. It meant that many farmers were producing eggs at a loss, so poultry meat processing plants are now overloaded with hens from farmers seeking to cut production.

SNOW REPORTS

Depth	State	Temp	Wind	Weather
Underneath	23	75	Fair	25
Good snow above	19	36	Poor	26
On all slopes	16	39	Fair	26
On all slopes	25	40	Fair	24
On all slopes	20	55	Fair	26
New snow on	15	48	Fair	25
Negative	25	38	Good	22
Good snowfall	25	38	Good	22
Shrubs	25	38	Good	22
New snow with	10	100	Good	26
On all slopes	29	70	Fair	25
Lower slopes worn	8	80	Worn	26

More snow needed.

In the above reports, supplied by representatives of the Club of Great Britain, 1 refers to lower slopes and 2 to upper slopes.

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